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Board of Trade Journal

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In today's high speed world... the gas industry thinks of tomorrow

Board of Trade Journal

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The Biggest Market–5. A business trip to the United States need not be expensive . . . 399
Mr. Douglas Jay speaks on export services and incentives . 401
British trade promotion management – Washington – New York transfer . . . 402
Japan is a market of infinite promise – Mr. E. C. Redhead . 402
Mr. Roy Mason to visit lighthouses and lightvessels . 403
Mr. Roy Mason welcomes £11 million shipbuilding order . 403
Things getting better on trade front – Mr. Austin Albu . . 403
ECGD business in second quarter, 1965 . . . 404
ECGD Statutory Return . . . 404
Report on Swiss Hospitals Mission to UK . . . 405
United States: UK Scientific Mission Reports . . . 405
Food Standards Committee propose ban on certain flavours 405
Weights and Measures (Marking) (Amendment) Regulations 1965 . . . 405
New recommendations for the sea carriage of radioactive materials . . . 405
National Film Finance Corporation . . . 405
Reduction of exemption limit for Industrial Development Certificates . . . 406
Control of office development in the Birmingham conurbation. 406
New industry for Blaenau Ffestiniog . . . 406
Official Receiver appointments . . . 407
Official Receiver's sub-offices at Salisbury and Bournemouth . 407
Annual review of temporary exemptions from import duty . 407
Applications for temporary exemption from import duty . 407
New Books . . . 408
Government surplus sales by auction . . . 410

STATISTICS

The economy: selected indicators . . . 412
United Kingdom Trade in July . . . 414
Business Monitor: Production Series . . . 418
Index of retail prices, July 1965 . . . 418
Turnover of the catering trades in June. . . . 419
Overseas Sterling Area Trade Summary . . . 420
Assets and liabilities of hire purchase finance companies . 422
Food consumption levels in the United Kingdom . . . 423
Orders in the textile and clothing industries . . . 424
Registration of British and foreign films . . . 427
Metal working machine tools deliveries and orders in May . 428
Patents endorsed 'Licences of Right' . . . 429

EXHIBITIONS AND FAIRS

Plans for British Week in Milan 'in top gear' . . . 431
Every export service represented . . . 431
Changes in Trade Fairs and Exhibition arrangements . . 431

OVERSEAS TRADE AND EXPORTS

Emphasis on Exports – 'How we "tapped" the market in more than 30 countries' . . . 432

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Italy. Morocco and Japan. Morocco and Finland. Morocco and Portugal. Morocco and Yugoslavia. Amendment to the Consolidated List of Goods subject to Embargo for the Soviet Bloc and China. Double Taxation Agreement – United Kingdom and Jamaica . . . 433
Information for exporters . . . 434

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Algeria: Global import quota for carpets. Import control regulations . . . 445
Argentina: Prior deposits for imports . . . 440
Austria: Global quotas . . . 444
Belgium: Import of meat and meat products. Transmission tax surcharge on imported goods . . . 443
Canada: 'Made in Canada' rulings. Hearing on machinery and equipment for fresh fruit vegetables – Ref. 137 . . 440
Dubai: Chamber of Commerce . . . 445
European Economic Community: Further translations of EEC Regulations . . . 443
Finland: Liberalization . . . 444
France: Global quotas for lentils and beans . . . 443
Gambia, The: Customs tariff and purchase tax changes . . 447
India: Import trade control . . . 438
Italy: Chemical additives to foodstuffs . . . 442
Jamaica: Import licensing arrangements . . . 441
Jordan: Health certificates . . . 445
Morocco: Customs tariff modifications . . . 446
New Zealand: Tariff and Development Board inquiry. Customs tariff inquiry . . . 439
Nigeria: Customs tariff changes . . . 446
St. Christopher, Nevis and Anguilla: Import licensing arrangements . . . 441
Singapore: Government ordinances. Import quotas . . 438
South Africa Republic of: Customs tariff changes. Dumping duty 477
Spain: Opening of global quotas . . . 442
Switzerland: Special rates of duty on certain commodities . 442
Venezuela: Customs tariff changes. Import Licensing restrictions on bicycles and bicycle parts . . . 440
Zambia: Customs tariff application . . . 446

INDEX TO STATISTICS . . . 448

Front cover photograph

With air routes crossing the Atlantic from Britain to Canadian and United States cities, BOAC and BOAC-Cunard offer an unrivalled service to businessmen visiting North America. Since the spring a special attraction has been the Super VC10, Britain's largest and most modern jetliner, which operates part of the airline's service to the United States.

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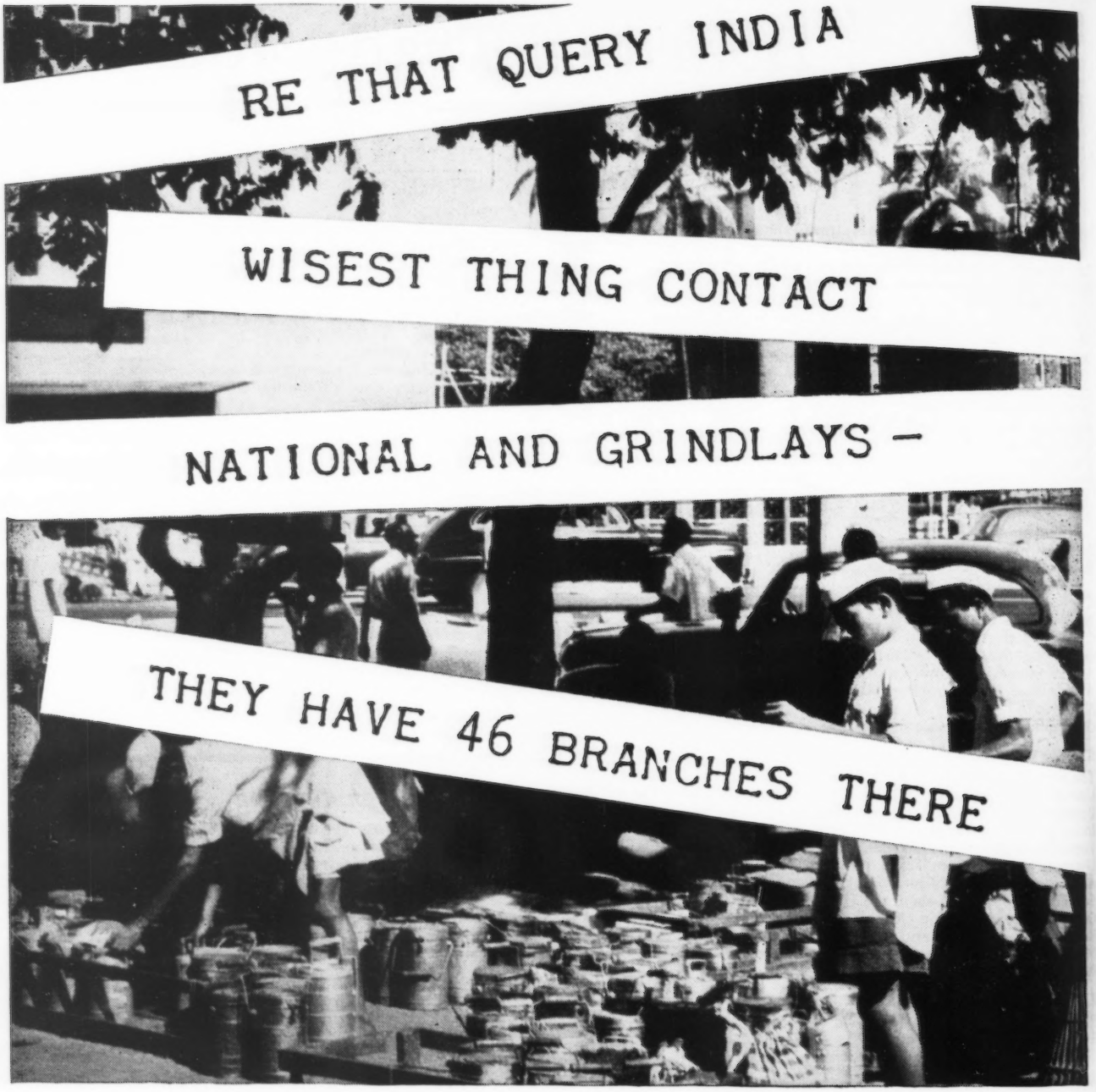

The first step to market information on India is to take a note of the name and address of the bank that lives there.

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Bankers to the Government in Aden, Kenya, Uganda, Zanzibar. Associated Banks: Lloyds Bank Limited · National Provincial Bank Limited.

Banking Correspondents throughout the world

THE BIGGEST MARKET—5

A business trip to the United States need not be expensive

by D. C. SNODGRASS, Director of the Unique Slide Rule Company Limited, Newhaven, Sussex.

This is the fifth in a series of articles on trading prospects in the United States and how Britain's exports to this vast market could be increased. Previous articles in the series were: 'A hard look at the world's most prosperous market' (June 18); 'More support for store promotions in the United States' (July 9); 'Selling British Fashion in the United States' (July 16); and 'Can your company make use of a free port in the United States?' (July 30).

IN CALCULATING the cost of a business trip to the United States so much depends on what kind of business you are in that it is difficult to lay down definite limits. When I made my first trip about ten years ago I had been told that a tour of one month covering the East, Mid-West and Pacific centres only would leave little change from £1,000.

The trip I then made cost just under £350, and I visited New York, Chicago, Los Angeles, San Francisco and included a side-trip to Toronto, and in those days the return air fare was about £140. Nowadays, with the return air fair, off season economy, at little more than £100, a short trip could be made to New York only for a very modest figure indeed; however, if one is to take the trouble to cross the Atlantic it seems rather wasteful not to visit the Mid-West and California and while the former is somewhat conservative in its approach to imported goods, the Pacific Coast is an extremely lively and sophisticated market – in some areas there, more imported cars are sold than domestic ones.

It is possible to accomplish some saving in the United States transportation costs by booking all the travel before leaving the United Kingdom. However, I have found it is much better to have more flexible plans and cover this travel by buying it while in the United States taking American Express Travellers Cheques – these can be cashed at any bank, hotel, airline counter, bus terminal or railroad depot.

A General Electric Company (United States) gas turbine electric locomotive rated 8,500 h.p. shown in freight service in the western United States. John Brown & Co. (Clydebank) Ltd., and the General Electric Company of the United States announced recently in London, a joint manufacturing agreement for the production of heavy duty, industrial gas turbines in the United Kingdom. Mr. G. R. Strachan, engineering director of John Brown & Co. (Clydebank) Ltd. said on the occasion: 'Where oil and gas are available, gas turbines are in increasing demand for electric power generation, pipeline pumping and industrial compressor duties. If the present search for gas and oil in the North Sea is successful, John Brown's will be in a favourable position to fulfil a large demand for gas turbines. There are also applications for these units in marine engineering and long distance locomotive traction. We shall be actively seeking orders in overseas countries in addition to the United Kingdom market; the potential sales for these turbines being up to £10 million over the next five years, much of which could be for the export market.'

Rapid and reliable trains

It is extremely pleasant to feel that you can move on to the next city by air, rail, bus or hire car just as you please on the day. American trains are rapid and reliable, though usually one is restricted to a choice of one or two good trains per day between main centres, sleepers are well worth taking – very comfortable and one arrives, breakfasted and all ready to start business, in the middle of downtown at a reasonable hour to start work.

Hotels vary from excellent to perfectly dreadful, and to be sure of avoiding the latter category it is as well to allow $12-$16 a day, remembering that this does not include breakfast. Breakfast (English trencherman's standard) will cost about $2, but Continental type only about 85 cents. Lunch of the sandwich variety $1.50, American sandwiches are delicious and can be the equivalent of a good meal, and dinner $3-$5. These figures I have suggested are for good class cafeteria type places, including tips.

There are a number of cafeterias or 'diners' selling hamburger steak 'large snacks' price $1.19. If you go for the more traditional lunch, this will cost you $3-$5 but you may not have time to enjoy it. Very few American business men linger long over lunch – there is certainly no need to regard the hours from 12.30 to 2.30 as unproductive.

Transportation costs can be established before you leave, 1st Class rail (Parlor car or ordinary sleeper) is the most expensive, 2nd Class rail (coach) or sleepercoach or air tourist (also called coach) are about the same and the cheapest of the lot is Greyhound Bus. The latter is a very pleasant way of seeing the country, but very tiring for more than say 200 miles.

Travelling in winter

In the winter in the north east sometimes all air traffic is halted for a few days by snowstorms – and immediately one finds all sleepers on the night trains are booked. If possible it then pays to alter you intinerary. If visiting Detroit you can usually pick up a new car and deliver it to a garage in your next town. Firms exist to arrange this as a service to the car manufacturer, they are called Drivaway agencies.

One of the items that does seem cheap in the United States is car hire. This is usually $7-$10 a day and 5-7 cents a mile, you

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.
Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

can cover a lot of ground in a day and only be presented with a bill for about $20. In certain American cities, Los Angeles is one, this is the only way apart from having a tame cab all day. In New York public transportation is fine, the subway is the fastest method of getting around, bus is quite okay, but rush hour is rather worse than it is in London.

Tipping is proportionately more expensive in the United States. In hotels, 25c per bag is adequate for bell-hops. Taxi-drivers expect about 15 per cent of the fare. About 15 per cent is adequate for meals. The extreme climate makes it essential to have a comfortable hotel room for relaxation hours, a studio type of room is very pleasant, makes it easier to take care of your paper work.

In deciding on a budget for your trip, it would be as well to add about 25 per cent to what you expect to spend, you can always bring this back to England unused, for the American business man would hate to feel that you were visiting his country on a shoestring, and could hardly spare the time and expense involved in seeing him. For an individual the business allowance laid down by HM Government has always, in my opinion, been generous, remembering that all the travel is payable in sterling before you leave.

For someone finding it unnecessary to entertain on a grand scale, the budget I give below would probably be adequate for a 21 day exploratory trip.

	US $
Air fare, economy off season	300*
Internal travel in United States including visiting California, with stop off in Chicago	250
Hotels 20 nights	320
Meals $8 a day average	168
Local Transport, Cabs, Hire Car and City-Airport Buses	135
	$1173.00

* On season fare, $350.

£7 MILLION BRITISH AIR TERMINAL FOR NEW YORK

BOAC is to build its own £7 million passenger terminal at John F. Kennedy International Airport, New York. The terminal will be designed to take a heliport on the roof and a helicopter service will link the centre of Manhattan with the BOAC terminal in under 10 minutes. Work commences in January 1966, and the terminal will open early in 1968. The drawing shows the proposed passenger terminal with the roof off. Main areas are numbered and keyed at the top of the picture.

Mr. Douglas Jay speaks on export services and incentives

SPEAKING at the European Marketing Programme* dinner at New College, Oxford, on August 11, Mr. Douglas Jay, President of the Board of Trade, said:

'The July export figure published yesterday was an all time record for any month yet, and represents an exceedingly encouraging response by British industry to the needs of the situation, and to the long list of new export incentives and services offered by the Government in the last nine months. The United Kingdom's visible trade in July (adjusted to balance of payments terms) was almost exactly balanced. These are only a single month's figures of course. But if the progress in exports could be kept up in succeeding months, we should be near to closing the gap in the whole of our overseas transactions, and earning the surplus necessary for investment and aid overseas. British export prices are now fully competitive over a large range of goods throughout most of the world: and there is no evidence whatever that sterling is overvalued.

'We must not assume that every succeeding month will be as good as July. But the latest figure suggests that the export trend is still upward, and that the previous few months' figures had underrated the success of British exporters' efforts this year. We have now succeeded in cutting last year's trade deficit by more than half, and by £275 million at an annual rate. Our exports for the first seven months of this year are 5 per cent higher in value than the average of the previous year. Perhaps the most encouraging feature of our performance is that the 5 per cent rise in exports this year has been achieved in a period when world trade is looking far less buoyant than last year. This in itself proves that British exporters' efforts this year have been increasingly vigorous, and that the Government's new export services have been of solid value. If we are to achieve the national target of a 25 per cent growth in our national production by 1970, we shall need a rise in exports of rather over 5 per cent a year in volume. The present year's record to date shows that though we have not achieved this yet, it should certainly not be out of our reach. What is urgent now is for still more British firms to go out and get the export orders that are waiting for them in almost every country.

'This year's 5 per cent rise in exports in value has been accomplished, despite, not merely the slower increase in world trade I have mentioned, but also a level of home demand running continuously much higher than last year. The new restraints on spending introduced by the Government a fortnight ago should both relax the pressure to import, and give exporters a better chance, in the second part of the year. The truth is that we have recently, as a nation, been trying to enjoy a higher standard of living, and have been paying ourselves higher money incomes, than our earnings overseas yet justify. The next immediate task, if we are really to achieve sound and steady growth for the first time since the war, is to get the upward thrust of prices and incomes under control.

'A very large range of more generous export services and incentives has been offered to British industry by the Board of Trade in the last year. Export credit facilities have been very greatly improved with striking effect. First, the minimum value of contracts eligible for ECGD Bank Guarantees has been progressively cut since Christmas from £100,000 to £25,000. This has been of particular practical help to the small exporter. Secondly, the cost of the ECGD Bank Guarantees has been halved, and the minimum length of credit for which they are available has been cut from three years to two, and will soon be reduced still further.

Thirdly, the Bank of England has arranged refinancing for credits guaranteed by ECGD which has enabled the clearing banks to provide such credit at a fixed 5½ per cent rate of interest. The percentage of loss covered for private buyer risks has also been raised from 85 per cent to 90 per cent, a better figure than most competing countries can offer. The total value of contracts involved in ECGD Financial Guarantees is now £179 million: and a further 37 projects worth £244 million are being negotiated.

'These new credit arrangements, apart from their benefits elsewhere, have stimulated an export boom in British shipyards. Total shipbuilding orders for export this year are 700 per cent above last year; and nearly half this year's new shipbuilding orders are for export, compared with only 8 per cent last year. Orders such as the Norwegian purchase of a 167,000 ton tanker and five 60,000-ton bulk carriers from Harland & Wolff could, in all probability, not have been won, despite the hard work and enterprise of the firms themselves without the new export credit facilities.

'The Government's new export rebate scheme, allowing a return of indirect taxes paid, is now not merely in smooth operation, but is more widely understood and valued by exporting firms. In many cases, the rebate, worth about 2 per cent of export turnover, may be worth a percentage ten times as high, on gross profits. It has certainly helped in the success of this year's export campaign.

'The British National Export Council and Commonwealth Export Council are now fully organized with their associated ten area committees covering America, Europe, Africa, Asia and Australasia. Over 150 leading industrialists are giving their services to the BNEC's Export Promotion campaign at home and abroad, organizing inward and outward trade missions, and helping with British weeks, Stores and Fair promotions in all parts of the world. The Government itself is now making a grant for approved missions and market research projects. Some 34 applications for help for missions, and 14 for market research projects have already been approved; and others are being examined.

'Only one industry so far has taken advantage of the facilities provided by the Industrial Organization and Development Act 1947 to raise a levy for the support of its export trade. If any other industries would like to follow its examples, the Government will be ready and willing to give the necessary support.

'In the first half of 1965, the Board of Trade assisted or helped to organize 46 export promotion ventures overseas, including the major British Week at Amsterdam; and 38 of these were in Western Europe. The next major event will be the British Exhibition in Tokyo in September, one of the largest export promotion shows ever put on by British industry abroad, followed by a British Week in Milan in October, Hong Kong in March 1966, Oslo (in conjunction with a trade fair) in April 1966, and Lyons in October 1966. Altogether the forward programme to the end of 1966 includes five major British Weeks (two of them associated with trade fairs) and 36 Store promotions. British industry will also take part in 94 international trade fairs.

'We are also planning a National Exhibition Centre at the Crystal Palace together with the GLC, and a permanent British Trade centre in New York together with the British American Chamber of Commerce.

'Meanwhile greater knowledge of the Board of Trade's own export services has been stimulated by the "Call Export Intelligence" Press advertising campaign which was launched five months ago and is still continuing. Incoming letters have increased by 10 per cent to 183,000 in the first six months of the year to the Export Services Branch of the Board of Trade in the City, which supplies a huge range of information on overseas markets to British exporters, and works with the Board's Regional Export Officers who are in direct touch with exporting firms – and small firms in particular – in every region. ESB sent 31,250 inquiries to overseas posts in the first half of 1965; and correspondence from these posts to British firms rose by 32 per cent. Board of Trade Regional Export Officers paid 10,000 visits to assist firms to export in the first half of 1965.

'The export promotion efforts of the ESB and Regional Organization have been greatly stepped up in the past year in direct co-operation with Commercial Officers at our posts abroad, who stand ready to help exporters with on-the-spot knowledge of overseas markets. A group of British Trade Commissioners from Australia – where a huge potential market for British goods exists – have recently completed a tour of selected firms in this country designed to supply these firms direct with information about trade opportunities in Australia. Following the success of this a similar

* Twenty overseas businessmen have joined 25 British export salesmen on an Export Marketing Course which started at New College, Oxford, on August 2. The course is being conducted by three International Marketing Professors of the Harvard Business School and has been sponsored by a group of United Kingdom business executives who, having attended the International Marketing Institute at Harvard, felt there was an urgent need for a similar practical course based in Europe. The course, which will concentrate on Export Marketing case-histories for four weeks at New College, Oxford, will be followed by a three-week study tour of eight Western European countries. Following a meeting of the Council of Management on August 11, the three Programme Directors, Peter Bloomfield, Martyn Davis, and Owen Palmer, announced that the European Marketing Programme would be repeated in the summer of 1966, and that details would be announced shortly.

Canextour of visits to British firms by teams of Trade Commissioners from Canada will very shortly start. Board of Trade Regional Controllers have sent personal invitations to 1,750 manufacturers of goods specially suitable for the Canadian market to meet these teams. Higher exports to Canada are particularly urgent, because of the size of the United Kingdom's deficit in our trade with that country. The opportunity is also excellent because the Canadian economy is prosperous and expanding and because some of the obstacles to British exports have very recently been removed by the Canadian Government.

'To supplement all these efforts, I am hoping that before long it may be possible to set up a national commercial exporting organization – sponsored but not run by the Government – which will help in the job of selling abroad on behalf of small and medium firms. The feasibility of such an operation is now being studied diligently by a working party of the British National Export Council. To assist in the inquiry, market surveys are being carried out by research consultants in two pilot areas – West Germany and in the Western United States and British Columbia. These should be completed by September, and I hope that the recommendations of the Council on this proposal will follow soon afterwards.

'All this – and there is a good deal more, for instance the supporting work of the little Neddies – adds up to a formidable programme of Government help to the exporter. Certainly it has played a solid part in achieving the 5 per cent rise in exports this year, and the all-time record in July. But inevitably many of the measures launched in the last nine months must take some time to show themselves in actual sales recorded in the monthly trade returns. In the case of ships, for instance, the boom in export orders sparked off by last winter's new credit facilities may not appear in the monthly trade returns for 18 months or two years. But some progress payments for these ships will none the less be made across the exchanges periodically this year and next.

'Despite all these Government services, including the major extension of ECGD activities which now cover £1,200 million of exports a year, the hard selling part of the job in a mainly private enterprise economy must be shouldered by private exporters themselves. We have had some splendid successes this year; but there are still too many laggards who find the home market too easy and so weaken the £ and hold back our whole national advance. It is fully within our capacity, as the record July exports have again shown, to balance our overseas accounts next year and re-establish impregnable defences for sterling. But in view of the huge deficit which was allowed to grow unchecked in 1964, there is no longer any excuse for complacency, for unofficial strikes, for ancient restrictive practices, or for the unenterprising firm which still cannot lift its gaze beyond an easy and comfortable home market.'

Director and General Manager of J. H. Fenner & Co. Ltd., Hull, G. A. Hayhurst (second left), shows J. Allan MacLean, President of the Dodge Manufacturing Corporation, United States of America, and two other principal executives of Dodge, some of the manufacturing techniques for producing power transmission equipment at the Hull factory. The firm has two factories in India and one in Australia and South Africa. They recently opened a further factory in West Germany.

British trade promotion management Washington—New York transfer

WITH THE OBJECT of giving further help and encouragement to British businessmen exporting to the United States, Sir Patrick Dean, HM Ambassador at Washington, has announced that the management of the trade promotion work carried out by the official services in his charge will be transferred from Washington to the British Consulate-General in New York with effect from September 1, 1965. The transfer will enable the New York Consulate-General to give visiting United Kingdom exporters a more comprehensive view of the United States.

The Deputy Consul-General in charge of the Export Promotion department will take the new title of Director of Trade Development and Mr. Ronald Arculus, hitherto First Secretary (Commercial) to HM Embassy at Washington has been appointed to this post. Mr. J. E. Chadwick, the Minister (Commercial), and the Embassy staff engaged on problems of commercial policy under Mr. J. Brian Cullen, Counsellor (Commercial), will remain in Washington.

The address of HM Consulate-General at New York (which embraces also the New York representatives of the Export Credits Guarantee Department and the British Industrial Development Office) remains as 845 Third Avenue, New York, NY 10022. The head office of the British Information Services in the United States is in the same building. A comprehensive group of official services under one roof will thus be available to businessmen.

Inquiries relating to trade with the United States as a whole will be handled by New York, in consultation with British Consular offices in other parts of the country, but inquiries relating to trade in particular regions of the United States should be addressed direct to the appropriate British consulate. (Addresses of British Consulates were listed in the *Board of Trade Journal* dated May 21, 1965. A revised list will be published in the *Board of Trade Journal* on August 27.

In addition to the official services there are British-American Chambers of Commerce in New York, San Francisco, Los Angeles and Chicago, the managers of which are pleased to advise British businessmen on their problems. The Secretary of the British Exports Marketing Advisory Committee (particulars of which can be obtained from the Secretary, Committee for Exports to the United States, 21 Tothill Street, London, S.W.1.) has his office in the offices of the British-American Chamber of Commerce at New York.

Any questions about the new arrangements may be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 425.)

Japan is a market of infinite promise

– Mr. E. C. Redhead

'YOUR PARTICIPATION in the exhibition, however successful it may be, is only the beginning – the crack in the door into which you can put your foot while you get on with the real job of selling,' said Mr. E C. Redhead, Minister of State, (Overseas), at the reception at the Hilton Hotel, London on August 12 given by the Committee for Exports to Asia for firms exhibiting at the British Exhibition in Tokyo. The Minister went on to say that if an exhibition was all that was necessary to sell our goods abroad, most of the worries of the British Government would be at an end. The reality was, of course, a good deal harder, and particularly so with Japan. The reason for the choice of Tokyo as the site for a major exhibition was not that Japan was an easy market, but that it was a market of almost infinite promise.

'Japan is a country living, like us, mainly by trade; its economy has been growing at a rate faster than any other industrial country in the world; it has a stable government committed to doubling the national income inside 10 years and pursuing a policy of liberalization and of closer commercial ties with Europe. It has become a member of OECD. Its imports have been rising towards £3,000 million a year of which we are providing only a miserable 2 per cent. Here is an opportunity and a challenge.

'But no one supposes that Japan is an easy market. Some of the difficulties of selling to Japan are obvious: it is a very long way away; sending people there is expensive and keeping them there is even more so; hardly anyone speaks the language; and of course

Senior members of one of Japan's largest perfumery houses, Ogawa and Co. Ltd., visited the International Perfumery Centre of Proprietary Perfumes Limited at Ashford, Kent, recently. Besides the compounding unit, the visitors were especially interested in the modern research laboratories and the latest aromatic specialities originated by PPL's chemists. Creations for soaps and detergents were also demonstrated. Already they have in Japan a number of PPL's perfumery compounds and materials for assessment. From left to right: J. Hewes (overseas sales, PPL), B. R. Hook (chairman, PPL), R. Cato (foreign section manager, Ogawa), T. Shinada (director, Ogawa), J. M. Klap (technical services manager, PPL), T. Domon (chief perfumer, Ogawa), R. C. B. King (overseas manager, PPL).

the Japanese themselves are most efficient producers of many of the things we would like to sell, and what they do not produce for themselves, they have, in many cases, got into the habit of buying from the United States.

'More subtle are the difficulties that arise from the Japanese character. Just as we sometimes find it difficult to follow oriental thought processes so the Japanese sometimes find it hard to understand us and, as a result, are often in no hurry to come to terms with us. As customers they need to be wooed. And like us, the Japanese are going through some economic difficultics at present although, their longer term prospects, like ours, are bright.

'For all these reasons selling to Japan requires time, patience and perseverance. Worthwhile success is not likely to be achieved at one attempt. I have no doubt that after all the work which the organizers and the exhibitors have put into it, the exhibition will arouse great interest among the Japanese. You will find that there is an enormous amount of goodwill towards Britain, and it is this goodwill that you are going out to exploit.

'However, you must not think that merely by taking part in the exhibition you will return with a pocket full of orders. This is not the Japanese way of doing business. They do their groundwork extremely thoroughly before placing substantial orders and many weeks or even months can pass before something promised materializes. The exhibition is only a starting point and should be considered as part of a larger operation aimed at increasing sales.'

Mr. Roy Mason to visit lighthouses and lightvessels in the North Sea

MR. ROY MASON, Minister of State (Shipping), Board of Trade, is to spend some time with the Visiting Committee of Elder Brethren of the Trinity House in carrying out an inspection of their lighthouses and lightvessels in the North Sea.

He will join the Trinity House vessel 'Patricia' at Lowestoft on August 24 and will visit two lighthouses and nine lightvessels maintained by the Trinity House between Lowestoft and the River Humber, where he will leave the vessel on August 26.

Under the Merchant Shipping Acts, the Board of Trade are responsible for approving the expenditure and staffing of Trinity House as a General Lighthouse Authority. Mr. Roy Mason will see for himself some of the work of Trinity House.

Mr. Roy Mason welcomes £11 million shipbuilding order from Israel

FOLLOWING AN announcement by the Furness Shipbuilding Co. Ltd., of an order for four bulk carriers from Israel, Mr. Roy Mason, Minister of State (Shipping), Board of Trade, said on August 12: 'I am delighted to learn of the signing today of the contract for four bulk carriers between the Furness Shipbuilding Co. Ltd. and the managing agents of Cargo Ships El Yam Ltd. of Haifa. Representing a total of a quarter of a million deadweight tons and worth some £11 million, this order is the most valuable single piece of business ever placed in this country by Israel, as well as one of the largest orders ever received from overseas by a shipyard in the United Kingdom. I would like to offer my heartiest congratulations to the Furness Shipbuilding Co. Ltd., on this magnificent achievement, which augurs well for the further development of the already thriving trade between Israel and the United Kingdom, and will, I feel confident, lead to the placing of yet more Israeli orders in this country.'

The Furness Shipbuilding Co. Ltd., a subsidiary of Sears Holding Ltd., announced on the same day that contracts have been entered into with the Maritime Overseas Corporation of New York, managing agents of Cargo Ships El Yam of Haifa for the construction of four bulk carriers each of 65,000 tons deadweight for delivery in 1967 and 1968. The total purchase price is in excess of £11 million. Mr. Rafael Recanati is chairman of Cargo Ships El Yam and the President of Maritime Overseas Corporation which operates a fleet of 40 vessels exceeding 1 million tons deadweight.

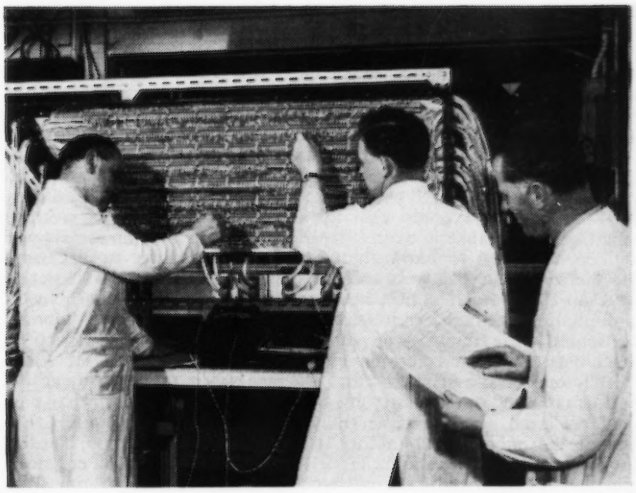
Furness shipbuilding Co. Ltd. also announce that an order has been placed by Odd Godager & Co., of Oslo, for the construction of a bulk carrier of 46,000 tons deadweight at a price of approximately £2 million for delivery in 1967. The total value of the orders for these five vessels exceeds £13 million and will keep the yard at capacity construction for some time.

Things getting better on trade front

– Mr. Austin Albu

'THE LAST thing I would want to do would be to encourage any form of complacency, but there are signs at last that things are getting better on the trade front,' Mr. Austin Albu, Minister of State for Economic Affairs, told a conference on productivity, prices and incomes organized by Imperial Metal Industries (Kynoch) Ltd. in Birmingham on August 12.

The latest trade figures were certainly encouraging. It was, of



A BEA Trident airliner recently made the first-ever automatic landing on a scheduled flight. Extensive use is made of British Insulated Callender's Cables Limited Uninyvin 22 aircraft cables for the Smiths Aviation Division's flight control system installed in the Trident, a key component of each system being this junction box. BICC also supply a large proportion of the cables for the high voltage a.c. three-channel electrical system of each of these aircraft.

£30 MILLION PLANT PLANS FOR RUSSIA

Three-quarters of a ton of documents including eight sets each of more than 1,300 drawings for what is said to be the largest single deal in Anglo-Soviet trading history, were flown out on August 3 from London Airport on a TU 104 Ilyushin jet en route for Moscow. The documents, packed in 12 cases weighing 15 cwt., are for the £30 million contract with Polyspinners Ltd. This is a British company composed of Constructors John Brown Ltd. and Dobson and Barlow Machinery Sales Ltd. of Bolton, a subsidiary of Stone-Platt Industries Ltd., acting in collaboration with ICI who are providing technical 'know-how' and advice.

course, important not to judge these figures by their month to month fluctuations, and this year they had been subject to some very violent fluctuations indeed. But he thought the first seven months of this year began to show a really improving trend. It was true that imports were still high, but the rate at which they were coming in was a little lower than the record average rate of last year.

'Unfortunately our imports of manufactured goods are still rising much too fast,' the Minister said. 'It is therefore essential to improve the competitiveness of many of our products so that they will be able to take the place of imports on the home market without the special protective measures which we are at present maintaining. This applies particularly to many engineering products, for which we are present purchasers on a fairly large scale, particularly of the more sophisticated and technically advanced kinds of machines.

'The real improvement last month was in exports which at £417 million were easily a record. Over the first seven months of this year exports are up by 5 per cent more than the average rate during 1964. Machinery exports went up at the same rate as the average of all exports – that is to say 5 per cent; in exports of metals you will be interested to know that there has been a big upsurge and the increase over last year was no less than 10 per cent. Aircraft were up by as much as 60 per cent. It is true that last month's very high figure for total exports may be due to some special factors, particularly the delivery of some large export products such as machinery, ships and aeroplanes.

'It is one of the problems that we face when trying to judge the performance of our industry by our imports and exports, that particularly large items of either may seriously affect the figures. But one of the encouraging factors, I think, is that the export orders for what I may describe as large lumps for instance, of engineering plant, seem to be growing. Not for many years have our shipyards received so many orders for exports as they have received this year. Orders obtained by British yards in the first half of this year came to 826,000 tons of shipping compared with 606,000 tons during the same period last year, and the proportion of these for foreign registration has gone up from 7·7 per cent to 45 per cent of the total. Furthermore, the recent action taken by the Chancellor of the Exchequer to relieve the pressure on the economy should help to speed up the delivery of other kinds of engineering goods and so swell our trade figures in the coming months.'

The Editor, *Board of Trade Journal*,
1 Victoria Street, London, S.W.1.

Sir,

The world is full of back-room boys and unsung heroes, and amongst these must be included the members of the Commercial Sections of our overseas Consulates and Embassies. They obtain information, arrange interviews, and quietly aid, advise and assist the visiting 'fireman'.

A vote of appreciation is offered to Commercial Attachés, Trade Commissioners, and all their very diligent assistants. Special reference must be made to the gentlemen in the Far East, who gave such wonderful guidance and help to the writer on a recent tour. If this token of gratitude may somehow be conveyed to the people concerned I would be indebted to you.

Yours faithfully,

C. R. POTTER,

Export Manager, Hancock & Company (Engineers) Ltd.

ECGD business in second quarter, 1965

IN THE SECOND QUARTER of 1965 ECGD insured 'commercial' business amounting to £301.8 million; this figure is lower than the corresponding quarter last year, but the decrease was due at least in part to the timelag following the changeover to computer invoicing from the beginning of the quarter. Thus the business declared in April was £77.4 million but in the last month of the quarter had risen to £107.1 million. The current maximum liability at the end of the quarter was £1,092.9 million, an increase of 12 per cent on the £972.6 million a year ago.

New 'commercial' business insured during the quarter where terms exceeded six months' credit was £38.1 million; it included contracts for aircraft (11.8 million), airport runway reconstruction (£2.2 million) and hotel construction (£2.2 million).

Formal quarterly statement:

The number of Comprehensive policies current (under Section 1 of the Export Guarantees Acts) at the end of the second quarter of 1965 was 7,874. This compared with 7,637 at the beginning of the quarter and 7,174 at the end of the corresponding quarter last year.

The face value of Comprehensive policies current at the end of the quarter was £1,473.4 million, compared with £1,411.4 million at the beginning of the quarter, and £1,263.5 million at the end of the corresponding quarter last year.

New Specific policies (covering individual contracts) to a face value of £16.3 million were issued during the quarter. Taking these together with new contracts involving more than six months' credit declared under Comprehensive policies, the total of new business insured during the quarter where terms have exceeded six months' credit was £38.1 million, compared with the quarterly average over the previous 12 months of £48.3 million.

The combined value of all Comprehensive and Specific insured business (including external trade) declared as shipped during the quarter amounted to £295.6 million, compared with £347.2 million in the previous quarter and £314.6 million in the corresponding quarter last year.

ECGD Statutory Return

DURING THE QUARTER ended June 30, 1965, the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1949-1964 up to a maximum of £96,440,484 in respect of guarantees amounting to £164,401,852;

(b) under Section 2 of the Export Guarantees Act, 1949-1964 up to a maximum of £27,855,729 in respect of guarantees amounting to £29,138,272.

Institute of Export Officers

THE RT. HON. Lord Tweedsmuir has been elected President of the Institute of Export for the year 1965 to 1966.

Mr. J. P. Ford, general manager of Barclays Export Finance Corporation, and Mr. H. B. Jackson, executive director of Plessey Overseas Ltd., have been appointed chairman and vice-chairman respectively of the Institute's Council.

Report on Swiss Hospitals Mission to UK

THE BRITISH Hospitals Export Council have published their Report on the Swiss Hospitals Mission to the United Kingdom between May 30 and June 5 (*Board of Trade Journal*, June 11, page 1290).

The Report states: 'Preliminary arrangements for the visit of the Mission were started in January-February 1965 following a suggestion from the Export Council for Europe that an inward Mission from Switzerland might lead to increased exports of British hospital and medical equipment. At that time about 150 companies and other organizations were notified of the intention of organizing such a Mission and were invited to say whether they would be interested in participating in the programme. In the event 14 companies took part, and the Mission consisted of 19 people, of whom two came at their own expense and one was a Commercial Officer from the British Embassy in Berne.

'The programme for the visit was organized by the British Hospitals Export Council in association with the Export Council for Europe and the British National Export Council (BNEC). Half the costs involved were met by the BNEC and half by the participating companies.

'This was the first ever Mission of its kind to have been organized in the hospital and medical equipment field. Time alone will tell whether our exports to Switzerland will increase significantly as a result of the Mission's visit, but first impressions appear to have been quite favourable. A letter from the British Embassy stated that "It is particularly gratifying to see how the Swiss, usually very difficult people to please, have been deeply impressed with the way they have been made welcome everywhere, with the programme and the equipment they have seen. You have certainly created a receptiveness for British equipment which could not have been achieved so successfully in any other way".

'Although these remarks apply particularly to the companies which participated in the Mission, and which may deservedly expect to benefit most from the visit, it does seem that the Swiss may now be in a more receptive frame of mind for the purchase of British hospital and medical equipment generally.

'There is one point that was emphasized repeatedly by various members of the Mission. This is that not nearly enough British firms have got suitable agency arrangements overseas. From the point of view of the Swiss, they must be sure that they can receive local after-sales service which is not only immediate but first-class. When agencies are appointed they must be (a) geographically well allocated, which means the northern part of Switzerland, i.e. Zurich rather than Geneva or elsewhere, and (b) they must be of good repute and give excellent service. The British Embassy in Berne will be very glad to give help and advice to any companies wishing to establish or improve agency arrangements in Switzerland.'

United States: UK Scientific Mission Reports

THE United Scientific Mission in Washington has prepared the following reports. Copies of the reports can be seen in the Board of Trade Statistics and Market Intelligence Library, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7066). The Library can supply copies of the reports on payment of a photocopying charge of 1s. per page.

The State of the Art in Electronic Tubes. (Report No. 65/40). June 1965, 8 pages.

A summary of papers given at a symposium in New York. The papers summarized are:

1. Microwave tubes of the mid-sixties.
2. Image display tubes.
3. Power grid tubes.
4. The future of electronic tubes.

Developments in Energy Conversion. (Report No. 65/41). June 1965, 8 pages.

This report describes progress on several non-conventional methods of generating electrical power including fuel cells, radiant energy converters and liquid gaseous magnetohydro-dynamics.

Food Standards Committee propose ban on certain flavours

THE MINISTRY of Agriculture, Fisheries and Food, the Ministry of Health, and the Scottish Home and Health Department and Home Office, announced the publication of the Food Standards Committee Report on Flavouring Agents in Food, 1964, on August 12.

The Food Standards Committee have advised Ministers in the report published to prohibit the use of 16 flavouring agents in food.

Ministers are not committed by the publication of this report and will give full consideration to any representations made by interests concerned. Such representations, from any part of the United Kingdom, should be addressed to the Secretary, Food Standards Division, Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1, to arrive not later than November 12, 1965.

Copies of the report may be obtained from HM Stationery Office, PO Box 569, London, S.E.1, or through booksellers, price 3s. (by post 3s. 5d.).

Weights and Measures (Marking) (Amendment) Regulations 1965

THE BOARD OF TRADE have made the Weights and Measures (Marking) (Amendment) Regulations 1965. These amend the Weights and Measures (Marking) Regulations 1964 (SI 1964/1140), which came into operation on July 31, 1965.

The amendment provides a period of grace, until July 31, 1967, during which indications of quantity on open-topped sacks for coal and other solid fuel need not be marked with characters as large as the Regulations prescribe, provided that an indication of their content by net weight was marked on the container before July 31, 1965.

The principal Regulations lay down the manner in which indications of quantity are to be marked on containers required to be marked by the Weights and Measures Act, 1963.

The amending Regulations are contained in Statutory Instrument, 1965, No. 1544. Copies can be obtained from HM Stationery Office, York House, Kingsway, London, W.C.2, or branches, price 3d. per copy (or 6d. by post from HM Stationery Office, PO Box 569, London, S.E.1).

New recommendations for the sea carriage of radioactive materials

A NEW SECTION for the Board of Trade's Shipping 'Blue Book' (the Report of the Standing Advisory Committee on the Carriage of Dangerous Goods and Explosives in Ships) dealing with Class 7 Radioactive Materials will be available from HM Stationery Office as part of Amendment List No. 9 later this year.

The previous draft revision for this particular section received wide circulation in July 1963, but since that time, as a result of revised transport regulations published in April 1965 by the International Atomic Energy Agency in Vienna, it has been necessary to redraft the 'Blue Book' entry to reflect current thinking.

Pending the printed Amendment being available from HM Stationery Office, a duplicated version is being sent, free of charge, to those immediately concerned with the carriage of radioactive materials by sea. Copies will also be supplied on application to Marine Safety Branch, Room 6/60, Board of Trade, St. Christopher House, London, S.E.1. (Tel. Waterloo 7999, Ext. 2654, 2785, 2573).

US Federal Maritime Commission memorandum on ocean freight rates

IN SOME COPIES of last week's *Board of Trade Journal*, page 343, the date of publication of the United States Federal Maritime Commission's memorandum on ocean freight rates was given as August 11. This should have read August 10.

National Film Finance Corporation

MR. D. V. HOUSE, FCA, Mr. W. J. Arris, MC, and Sir Ernest Goodale, CBE, MC, whose present appointments as members of the National Film Finance Corporation expire on September 30, have accepted invitations from the President of the Board of Trade to continue to serve on the Corporation until March 8, 1967.

Reduction of exemption limit for Industrial Development Certificates

UNDER SECTIONS 38 and 39 of the Town and Country Planning Act, 1962, applicants for planning permission to erect industrial buildings or extensions of more than 5,000 sq. ft., or to change the use of non-industrial buildings whereby more than 5,000 sq. ft. will be used for industrial purposes, must obtain an Industrial Development Certificate from the Board of Trade.

An Order published by the Board of Trade on August 13 lowers the exemption limit from 5,000 sq. ft. to 1,000 sq. ft. in a large part of the Midlands and South East England. The areas concerned are specified in a schedule to the Order. (See note below.)

This Order is made under Section 19 of the Control of Office and Industrial Development Act which received the Royal Assent on August 5, 1965, and which empowers the Board of Trade to vary by Order the limit within which an Industrial Development Certificate is not required. Such Orders may be made so as to have effect either in relation to the whole of the country or to any part of the country.

Mr. Douglas Jay, President of the Board of Trade, stated his intention to make this Order during the debate on Second Reading of the Control of Office and Industrial Development Bill on February 1, 1965. He explained that power to vary the exemption limit was being sought because a great deal of industrial development was taking place within the present exemption limit of 5,000 sq. ft., which, in the aggregate, was adding significantly to industrial congestion in parts of the Midlands and the South-East, where labour was scarce and where congestion was already a serious problem.

Applications for planning permission for industrial buildings, extensions or changes of use in the areas to which the Order applies made on or after August 20, 1965, will have to be accompanied by a copy of the relevant industrial development certificate if the industrial floor space to be created by the development in question together with any relevant related development exceeds 1,000 sq. ft. Applications made before that date, but in respect of which no planning decision has been made by that date, will have to be supported by such a certificate.

The Order, which comes into operation on August 20, 1965, is the Town and Country Planning (Industrial Development Certificates Exemption) Order, 1965 (SI 1965 No. 1561). Copies may be obtained from HM Stationery Office, Kingsway, London, W.C.2., and branches, or through any bookseller price 6d. (by post 9d.). From HM Stationery Office, PO Box 569, London, S.E.1.

Notes:

AREAS TO WHICH THE ORDER APPLIES

1. Greater London.
2. The administrative counties of: Bedford, Berkshire, Buckingham, Cambridge and Isle of Ely, Derbyshire (excluding the boroughs of Buxton and Glossop, the urban districts of New Mills and Whalley Bridge, and the rural district of Chapel en le Frith), Essex, Hampshire, Herefordshire, Hertfordshire, Huntingdon and Peterborough, Kent, Leicester, Lincoln (parts of Holland, parts of Kesteven), Norfolk, Northamptonshire, Nottinghamshire, Oxford, Rutland, Salop, Staffordshire, East Suffolk, West Suffolk, Surrey, East Sussex, West Sussex, Warwickshire, Worcestershire.
3. In Dorset – the borough of Poole.
4. The county boroughs of: Birmingham, Bournemouth, Brighton, Burton-upon-Trent, Canterbury, Coventry, Derby, Dudley, Eastbourne, Great Yarmouth, Hastings, Ipswich, Leicester, Lincoln, Luton, Northampton, Norwich, Nottingham, Oxford, Portsmouth, Reading, Smethwick, Solihull, Southampton, Southend-on-Sea, Stoke-on-Trent, Walsall, West Bromwich, Wolverhampton, Worcester.

Control of office development in the Birmingham conurbation

THE BOARD OF TRADE announced on August 13 that they have made an order designating the Birmingham conurbation as an area in which office development is to be controlled under the Control of Office and Industrial Development Act, 1965, which received the Royal Assent on August 5.

In the Birmingham conurbation applications for planning permission for development involving the creation or enlargement of office premises (whether building, rebuilding, extension, alteration, or change of use), which are made on or after August 14, 1965, will have to be accompanied by an office development permit if the office floor space to be created by the development exceeds 3,000 sq. ft. Permit application forms may be obtained from the Board of Trade, Midland Regional Office, Somerset House, 37 Temple Street, Birmingham 2. (Tel. Birmingham Midland 8221).

Planning applications for office development in the Birmingham conurbation which were made before August 14 do not require to be supported by an office development permit.

The order, which came into operation on August 14, is the Control of Office Development (Designation of Areas) Order, 1965 (SI 1965, No. 1564). Copies may be obtained from HM Stationery Office, Kingsway, London, W.C.2, and branches, or through any bookseller, price 3d. (by post 6d., from HM Stationery Office, PO Box 569, London, S.E.1).

Notes:

1. The Act itself applies the control of office development to the metropolitan region (an area of some 40 miles radius from the centre of London) with retrospective effect to November 5, 1964. The Act also empowers the Board of Trade to designate by order any other area of Great Britain as an area in which office development is to be controlled with effect from the date on which the order came into operation, i.e. August 14 in this case of the Birmingham conurbation.
2. The intention to make the order designating the Birmingham Conurbation was announced by the Chancellor of the Exchequer in his statement in the House of Commons on July 27.
3. **Areas to which the Order relates:**

Staffordshire (part)

Smethwick CB	Bilston MB	Tettenhall UD
Walsall CB	Brierley Hill UD	Tipton MB
West Bromwich CB	Coseley UD	Wednesbury MB
Wolverhampton CB	Darlaston UD	Wednesfield UD
Aldridge UD	Rowley Regis MB	Willenhall UD
Amblecote UD	Sedgley UD	

Warwickshire (part)

Birmingham CB	Solihull CB	Sutton Coldfield MB

Worcestershire (part)

Dudley CB	Halesowen MB	Oldbury MB
Stourbridge MB		

New industry for Blaenau Ffestiniog

THE BOARD OF TRADE announce that the advance factory planned for Blaenau Ffestiniog has been allocated to Rose & Etchells (Holdings) Ltd., of Darlaston, Staffordshire.

Rose & Etchells (Holdings) Ltd. control four subsidiary companies in the Darlaston area engaged in manufacturing nuts and bolts, industrial furnaces and hot forging machinery and presses, and as stockists of refractory materials. At Blaenau Ffestiniog the Group will undertake manufacture of precision nuts and bolts and light forgings for the automobile, general engineering, agricultural machinery, civil engineering, shipbuilding and machine tool industries.

The project envisaged will entail an expansion of the advance factory from 10,000 sq. ft. to 50,000 sq. ft. It will give employment initially to 150 (mainly men), and in the longer term is expected to provide jobs for up to 200 people.

Construction of the factory will be undertaken by the Industrial Estates Management Corporation for Wales acting as agents for the Board of Trade.

The possibility of expanding their activities into Blaenau Ffestiniog was suggested to the company by the Mid-Wales Industrial Development Association and representatives of the company first visited the area in April with Mr. Peter Garbett-Edwards, Secretary of the Association.

Commenting on the allocation of the factory, Mr. Goronwy Roberts, the Minister of State for Wales, said:

'Coinciding with the announcement in November last year by the Welsh Office and the Board of Trade Office for Wales that one of four advance factories for Wales had been allocated to Blaenau Ffestiniog, the Secretary of State and I visited the town for intensive talks with the local authority on the employment needs of the District.

'Since then we have been unremitting in our efforts to get a suitable tenant for this advance factory – a progressive tenant likely to expand production.

'Accordingly we now extend a most cordial welcome to Rose &

Etchells (Holdings) Ltd. and wish them every success in their new enterprise at Blaenau Ffestiniog.

'This encouraging success in Blaenau is part of a pattern. We are determined to secure suitable new industry for the slate quarrying areas of North West Wales where modernization has been displacing quarrymen.

'Two other towns hitherto dependent on slate, namely Bethesda and Portmadoc, are also locations of successful advance factories. We are also pressing ahead with a factory for Pwllheli which will help redundant granite quarrymen, and we are looking forward to the industrial development of a large site near Bangor. All this is in line with our policy to help the traditional slate areas.'

New factory for Ammanford

MR. JAMES GRIFFITHS, the Secretary of State for Wales, announced at a meeting with Ammanford Urban District Council on August 11 that approval has been given for the erection of a new Government financed factory of approximately 15,000 sq. ft. at Ammanford for W. F. Paine Ltd. of Godalming, Surrey.

The Industrial Estates Management Corporation for Wales, as agents for the Board of Trade, will be responsible for erecting the premises.

W. F. Paine Ltd. have factories at Godalming and Worthing, where they manufacture high class men's knitwear of which 70 per cent is exported, mainly to the United States.

UK to attend International Symposium on desalination

THE UNITED KINGDOM Atomic Energy Authority announce that Britain, which leads the world in the development and provision of water desalination plants, is to send a delegation to the First International Symposium on Water Desalination to be held in Washington from October 3-October 9, 1965. The United Kingdom delegation will be led by Professor R. S. Silver, of Heriot-Watt College, Edinburgh, and the Atomic Energy Authority representation will be headed by Dr. H. Kronberger, Scientist-in-Chief, UKAEA Reactor Group

An article on the desalination of sea water appeared in the *Board of Trade Journal* of October 9, 1964.

Official Receiver appointments

THE BOARD OF TRADE announced the following appointments on August 17:

Mr. James Tye to be Official Receiver for the Bankruptcy Districts of the County Courts of Carlisle and Workington and Cockermouth.

Mr. Frank Augustus Lanaway and Mr. Kenneth Littleton to be Assistant Official Receivers for the Bankruptcy Districts of the County Courts of Carlisle and Workington and Cockermouth. These appointments take effect from September 1, 1965.

The appointments of Mr. William Armstrong as Official Receiver and Mr. Francis Durkin as an Assistant Official Receiver for the Bankruptcy Districts of the County Courts of Carlisle and Workington and Cockermouth have been revoked with effect from September 1, 1965.

These changes are consequential upon the transfer to the Official Receiver, St. Annes, of the administration of bankruptcy cases arising from the County Courts of Carlisle and Workington and Cockermouth. This appointment takes effect from September 1, 1965. The cases will be administered from a new sub-office to be established at Kendal.

Official Receiver's sub-offices at Salisbury and Bournemouth

WITH EFFECT from September 6, 1965, a sub-office of the Official Receiver's Office, Southampton, will be established at Bournemouth, and the sub-office at Salisbury will be closed.

The address and telephone number will be: 37/43 St. Peter's Road, Bournemouth. Tel. Bournemouth 28208/9.

White Paper on Post Office Giro

A WHITE PAPER about Giro, the new General Post Office banking and remittance system, was published on August 17 and can be obtained from HM Stationery Office and branches, price 9d., 1s 1d. by post.

Annual review of temporary exemptions from import duty

THE BOARD OF TRADE announce that they are now reviewing all temporary exemptions from import duty (mainly chemicals) that are due to expire on December 31, 1965. These exemptions were granted by The Import Duties (Temporary Exemptions) Orders specified below:

Order	*Statutory Instrument*
(No. 9)	1964 No. 1987
(No. 1)	1965 No. 8
(No. 2)	1965 No. 266
(No. 3)	1965 No. 1035
(No. 4)	1965 No. 1331

And subsequent Orders made in 1965

A list of the goods temporarily exempt from import duty also appears on pages 377 to 393B of HM Customs and Excise Tariff. Copies of the Statutory Instruments or the Tariff can be obtained from HM Stationery Office or through any bookseller.

Except as described below, the Board propose to recommend that these temporary exemptions should be continued for a further period of twelve months, i.e. until December 30, 1966, or such other shorter period as may be warranted. The Board will not recommend continuance if:

(1) requests are received from United Kingdom manufacturers or from United Kingdom agents of Commonwealth producers, seeking reimposition of the import duty because they will be in a position to meet a substantial proportion of the United Kingdom demand by an interim date, or

(2) the persons who applied for any exemptions notify the Board that they do not wish the exemptions to be continued.

Requests for the termination of temporary exemptions should reach the Tariff Division of the Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2515 or 2516), not later than September 24, 1965.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by September 3, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.36	2 - Dimethylsulphamoyl-phenothiazine.	As in previous column .	December 31, 1966	2421
30.03	Preparations containing not less than 0·18% by weight of fusafungin and not less than 80% by weight of volatile propellents.	Locabiotal (Fusafungine) aerosol.	December 31, 1966	6582

Overseas development: the work of the new Ministry

THE FIRST White Paper entitled 'Overseas Development: The work of the new Ministry' (Cmnd 2736), and produced by the Ministry of Overseas Development, which was set up in October 1964, has been published. Copies are available from HM Stationery Office, price 5s. 6d.

New Books

The City in the World Economy, by W. M. Clarke (234 pages. Institute of Economic Affairs, 42s.). Mr. Clarke, who is the financial and industrial editor of *The Times,* has published an enlarged and revised version of *The City's Invisible Earnings* which appeared in 1958. In his new book, which should be of great interest to students, teachers and businessmen, he sets out to provide a full-length study of the City in both its national and international roles. Part I consists of a description of the main commodity, insurance, shipping, banking and other markets in the City, dealing with their origins, history and present structure and activities. In Part II the author summarises his estimates of the foreign exchange earnings which these activities produce, which he puts at £185 million a year. He also discusses the changing role of the City in the structure of international monetary relationships, the role of sterling in international trade and the City's significance for economic growth in Britain. Though he concludes that the City has a growing if changing part to play, he is not uncritical of some of the practices of the City's institutions, or of what he considers to be their slowness on occasion to adapt themselves to change in the outside world.

Redistribution of Income in the United Kingdom in 1959, 1957 and 1953, by J. L. Nicholson (65 pages. Bowes & Bowes, 12s. 6d.). This paper examines the extent of the redistribution of income resulting from the various forms of direct and indirect taxation and of social service benefit in the United Kingdom, in the three years 1959, 1957 and 1953. The estimates for 1959 and 1957 are based on information derived from the Ministry of Labour's Family Expenditure Survey, which has been carried out each year since 1957; and which, though primarily intended to meet other needs, was also designed to provide a good deal of information required for this purpose. The estimates for 1953 are based on the Ministry of Labour's Household Expenditure Enquiry for that year, when only a limited amount of relevant information was collected, and must be considered less reliable than those for the later years. The work for the present analysis was carried out in the Central Statistical Office, where Mr. Nicholson is a Chief Statistician, and the results are presented in 30 pages of tables and charts. These are preceded by a discussion of definitions and general methods, and a brief account of the results. The paper was presented to the 1961 conference of the International Association for Research in Income and Wealth, and was originally published in *Income and Wealth: Series X* (Bowes & Bowes, 1964).

Report on Growth Policy in Finland. Economic Council, Finland (93 pages. Obtainable from the Press Section, Finnish Embassy, 66 Chester Square, London S.W.1.). The Finnish Economic Council, whose chairman is the Prime Minister of Finland, was established in 1962, and undertook as its first task the preparation of a report setting out the framework for a growth policy and making recommendations for the acceleration of economic growth in Finland during the next few years. An English translation of this report has now been published, and constitutes a useful addition to the hitherto scanty literature in English on Finland's economic policy. The report deals with Finland's growth problems, tracing in outline the development of the Finnish economy and providing forecasts of growth to 1967 for aggregate demand and supply, production in major industries, employment, and income and saving. The Council's 22 recommendations for measures to encourage growth in the economy relate to general economic sectors and to major industries. The report ends with an appraisal of the effects of the proposed measures on the Finnish economy. There are several statistical tables in the report, but other statistical material assembled by the Economic Council and included in appendices to the original edition of the report has been omitted from this translation, which has only two appendices, describing methods used in preparing the forecasts embodied in the report.

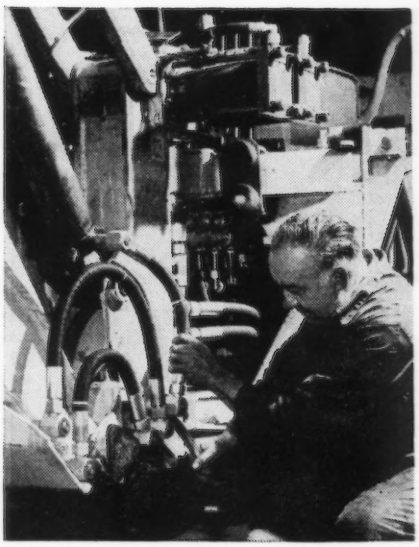
Fiscal Incentives for Private Investment in Developing Countries. Organization for Economic Co-operation and Development (115 pages. 24s., by post 24s. 7d., from HM Stationery Office and Government bookshops). This report has been prepared by the Fiscal Committee of the OECD as a contribution to a study of some of the important technical problems raised by fiscal measures intended to promote private investment in developing countries. After considering the tax treatment of foreign income and investment by capital exporting countries, and the kinds of income tax incentives which may be suitable for use by industrialized countries, it examines tax incentives of developing countries and their interrelation with the tax systems of industrialized countries. The role of bilateral tax treaties in promoting private investment is also discussed. The report is written in general terms, not in relation to the practices of individual countries. It is followed by a 40 page annex which analyses the tax treatment of foreign income received by corporations and by individuals in the industrialized OECD member countries, and the situation in its developing countries who are importers of capital.

Elderly Consumers: the Problem Assessed. Research Institute for Consumer Affairs (54 pages. 5s., including postage, from the Institute, 27 John Adam Street, London, W.C.2.). 'It is arduous to be a wise shopper and a handicap to be old'. With these words this enquiry set out to discover the size of the problem and to suggest ways of dealing with it. The basic facts of the number of the elderly in this country are first analysed, together with their financial resources, their expenditure and their needs. The problems of the ordinary consumer – high prices, hire purchase charges, agreements, and guarantees – are magnified for the elderly with their lower incomes, less energy and poorer eyesight. Suggestions for reform are made and these include both better consumer education, and better retail stock provision. A detailed survey of the difficulties of elderly people's shoe buying in Watford points the difficulties actually encountered. A final section of the study discusses how pre-retirement budgeting can prevent some of the financial worries of old age. Among other Appendices is a bibliography on retirement.

Materials Handling No. 2, by the Ministry of Technology (27 pages. Available free from the Library, Ministry of Technology, State House High Holborn, London W.C.1.). Factors to be taken into account in choosing materials handling equipment are outlined in this, the second booklet issued by the Ministry of Technology. (See *Board of Trade Journal,* July 23, 1965, page 182 for review of No. 1 in this series). The importance of examining handling requirements critically in order to reduce to a minimum the physical movements required was stressed in the earlier booklet. This one continues the discussion beyond the point at which it has been proved that the problem cannot be resolved by reorganization. It is stressed that consideration must be given to the nature of the material to be moved, its physical, mechanical, chemical and thermal factors, and any changes in these characteristics which may result from processing. A double page spread chart analyses handling equipment according to whether it promotes continuous movement (i.e., conveyors), discontinuous movement (i.e., cranes and industrial trucks), or potential movement (i.e., pallets, bins and other containers). When examination has made clear the type of movement necessary, the next step is to consider the various types of equipment available in each category. The booklet discusses the advantages and disadvantages of particular kinds of equipment.

Trade in Wheat Flour (82 pages. Free on request from the International Wheat Council, 28 Haymarket, London S.W.1.). This paper, which has been prepared by the Secretariat of the Council and published as Secretariat Paper No. 5, sets out to examine the major features of world trade in wheat flour since 1950. It also reviews in some detail the principal factors which, in varying degrees, have influenced the pattern of this trade, such as developments in flour milling throughout the world, national policies as they have affected imports and exports of flour, and the level of flour prices in international trade. The text of the survey is supported by 37 statistical tables, mainly taken from published sources.

Ours and Theirs: The 'Shoe and Leather News' Size and Conversion Guide, compiled by Philip Hickson Promotions Ltd. (4 pages. Philip Hickson Promotions Ltd., Williams House, Eastbourne Terrace, London W.2. 12s. 6d. per 100). A continental/British conversion guide for sizes of clothes and shoes together with metric-to-British temperatures, weights, tyre pressures, distance, speed and liquid measurements. It is designed as a give-away promotion leaflet for consumers travelling abroad, continental visitors to Britain and retailers and shop assistants.



A fitter connects 'BTR Hi-Flex' on the slew post and jib assembly of a 605 Excavator-Loader, at the Great Yeldham, Essex, factory of Whitlock Brothers Limited. BTR Industries Ltd., claim that earth-moving machines equipped with Hi-Flex hydraulic hose units have scored several notable successes in the export market. The latest is a recent order from Western Germany for 134 Type 605 Excavator-Loaders, valued at £500,000 – manufactured by Whitlock Brothers Limited.

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
Sept. 8 .	Miscellaneous stores and equipment . .	No. 16 Maintenance Unit, Royal Air Force, Stafford, and Royal Air Force, Cranwell, Lincs.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include (at No. 16 Maintenance Unit, Royal Air Force, Stafford) aero-engine and aircraft spares; electric motors and equipment; motor and plant engines and spares including AEC diesel and petrol, Austin, Leyland, Ford, Scammell diesel, Standard, Rover, Coles crane, David Brown, BMC, Bedford, etc.; Caterpillar track links and spares; fire hoses; aluminium containers; wood cases; barrack and household furnishings, etc.

AT ROYAL AIR FORCE, CRANWELL—barrack, office and household furniture.

NOTE: For particulars of viewing arrangements see detailed catalogue.

Sept. 16 .	Miscellaneous stores and equipment . .	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).
Sept. 22 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Royal Air Force, Collaton Cross, Newton Ferrers, S. Devon. Sale by auction of timber-clad, brick-built and other buildings including the NAAFI, cinema and two barrage balloon hangars. Also cooking equipment, boilers, etc. on Wednesday, September 8, 1965, at 11 a.m.

Woolland, Son & Manico, FAI, have received instructions to sell by auction, on the site as above, a number of buildings and equipment including 40 timber-clad huts, several Nissen huts, brick-built boiler houses and squash court, cinema, NAAFI, mess buildings, two **barrage balloon hangars**, two 6,000-gallon oil storage tanks, central heating and domestic boilers, MT washing plant, 2,000-gallon petrol tank and pump, commercial potato peelers, electric ovens, stainless steel serving bars, dish washing machine, stainless steel boilers and others, stainless steel frying range. Quantity of overhead steam piping, etc., etc.

On view between the hours of 10 a.m. and 4 p.m. on Monday, September 6 and Tuesday, September 7, and day of sale from 9.30 a.m.

Catalogues are in the course of preparation and when ready may be obtained from the auctioneers at their offices, Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. 69292).

For Sale by Private Treaty. *Description:* 53 acres of land and buildings formerly part of the technical and domestic site at Royal Air Force Station, Bircham Newton, including 3 hangars (total floor area over 77,750 sq. ft.) and 9 barrack blocks, messes, stores and numerous other substantial brick buildings having a total floor area of over 307,480 sq. ft. The whole suitable for industrial, warehousing, storage and other uses subject to the necessary planning permission. *Location:* Royal Air Force Station, Bircham Newton, Nr. Kings Lynn, Norfolk. *Agents:* Further details from the agents, Messrs. Charles Hawkins and Sons, Bank Chambers, Kings Lynn, Norfolk. (Tel. Kings Lynn 2370 and 2473).

Gamston Airfield – Sale of Land

Gamston Airfield, Nottinghamshire, 356 acres of land part subject to agricultural tenancy and part with vacant possession, including a landing strip in excellent order.

To be sold by auction at the Normanton Inn, Clumber Park, on Thursday, September 30, 1965, at 3.30 p.m. Catalogues free from Crampton, Sooby & Eastgate, auctioneers, West Gate, Mansfield. (Tel. 5717).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Aug. 26 .	Plant, technical and miscellaneous stores, including diesel and petrol engined	Technical Stores Sub-Depot, WEM, Shropshire	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53131).

generator sets; diesel engined fork lift trucks; petrol engines; power units; charging sets; generator, engine, pump and signalling spares; wireless reception sets; wireless equipment; platform scales; telescopes, periscopes and prisms; telescopic levels and theodolites; watches and binoculars.

Sept. 2 .	Machine tools, plant and miscellaneous stores, including centre lathes, drills,	Ordnance Storage and Disposal Depot, Rotherwas, Hereford.	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 4366).

grinders, hack and circular saws, woodworking machines, MT equipment and spares, electrical equipment and spares, AR88 radio receivers, lifting trucks and jacks, 23 tons LA scrap accumulators, portable shelters, tentage and tent poles, webbing haversacks, canvas, webbing and leather scrap, slotted steel racking and shelving, miscellaneous tools including saws, chisels, anvils, pick axes, crow bars, hammers, etc., BD trousers and blouses, greatcoats, boots and shoes, miscellaneous furniture, kitchen and household equipment, white and coloured blankets and blanket pieces, mattresses, sheets, curtains, mixed rags, woollen rags, steel helmets, pocket watches, etc.

Sept. 9 .	Vehicles and miscellaneous stores, including private cars, estate cars, commercial vehicles and trailers, Champs and Land	Ordnance Disposal Depot, Bowhouse, Hurlford, Nr. Kilmarnock, Ayrshire.	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. Bridgeton 2447).

Rovers, mobile cranes, tyres and batteries, furniture, BD clothing, boots and shoes, blankets, tools and tool kits.

Catalogues for the sales shown above may be obtained from the appropriate auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

SALE BY TENDER – MACHINE TOOLS

Single and multi-spindle automatics; horizontal and vertical borers; vertical broaches; centreless, cylindrical, internal, surface, universal and tool and cutter grinders; gear hobbing and shaping machines; turret, centre and multi-tool lathes; horizontal, manufacturing and duplex mills; planers; presses; sheet metal, slotting and tapping machines, etc.

Location: Ordnance Storage and Disposal Depot, Yeadon, Yorks.

Applications for tender forms should be made to Ministry of Defence (AD), Directorate of Sales (Sales 4 (b) (ii)), First Avenue House, High Holborn, London, W.C.1. Tender forms must be returned by 10 a.m. September 14, 1965.

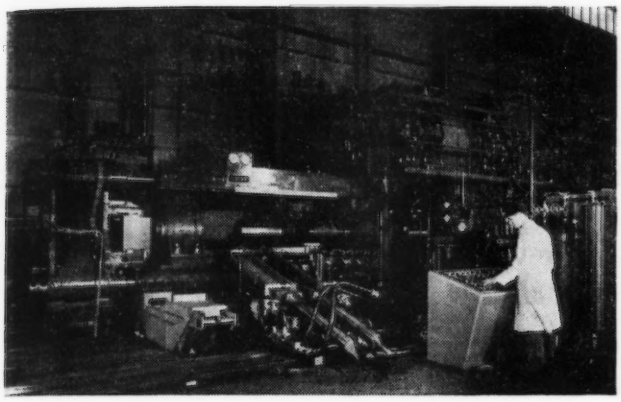
Permission to view on presentation of tender form only.

MINISTRY OF PUBLIC BUILDING AND WORKS

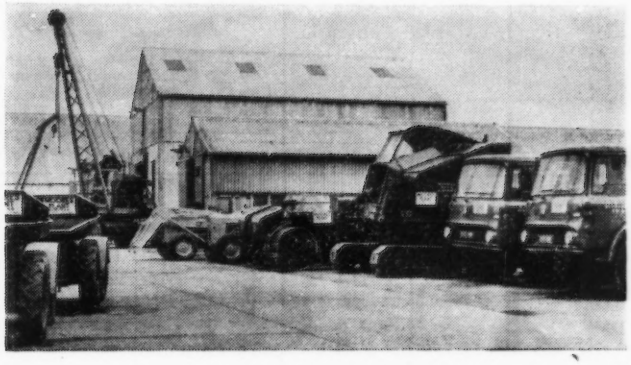
1965	Description of Goods	Location	Auctioneers
Aug. 24 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

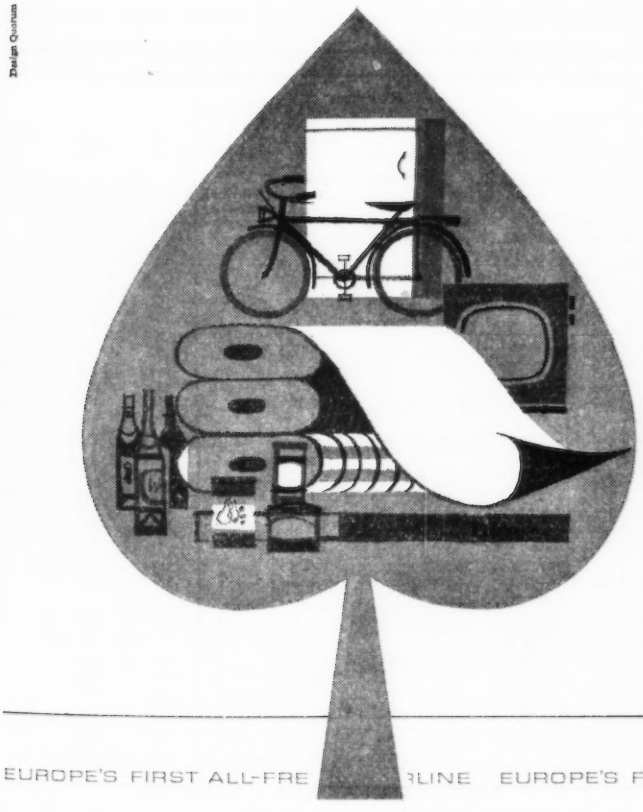
EXPORTS FOR WEST GERMANY AND BRITISH GUIANA



This 1,600 ton extrusion press for Busch-Jaeger Duerener Metallwerke A.G., Dueren, West Germany is one of a new range of standard presses by The Loewy Engineering Co. Ltd., a TI company, of Bournemouth.



A contract worth almost £10,000 to supply a wide range of secondhand contractors' plant and equipment to British Guiana has been awarded to Moore's Plant Limited, Tottenham. Equipment to be supplied will be used on sand and gravel and civil engineering projects and will include two Massey-Ferguson tractors, a 4-ton capacity road roller, two 30-cwt. dumpers, a transit mixer, two diesel-driven concrete mixers and a 10 RB dragline excavator. This photograph shows some of the secondhand equipment awaiting despatch to British Guiana.



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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	134	129	118	103	132	108	140	146	133	+177	+ 89	+29	+55
1964	124	128	144	138	123	106	153	121	164	184	153	+482	+332	+44	+47
1963															
4th quarter	122	124	138	132	120	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	141	136	123	105	148	116	156	176	152	+ 87	+ 79	+ 2	+ 3
2nd quarter	123	128	142	136	121	105	151	121	155	184	149	+164	+126	+ 5	+12
3rd quarter	124	128	145	139	123	106	155	121	169	188	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	141	124	107	160	128	174	186	158	+108	+ 50	+31	+15
1965															
1st quarter	128	132	150	145	126	108	160	139	162	187	161	+52	+ 49	— 6	+11
2nd quarter						106									
1964															
December	..	132	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	130	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132*	..	..	..	107	..	..	..	..	..	..	..	..	..
June						105									

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	161	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—374
1963																
4th quarter	135	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	161	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter	167*	121*	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	+ 6
2nd quarter		127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	
1964																
December	161	124	128·3	+4·8	109·4	126·8	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	162*	123*	128·7	+4·6	109·2	127·9	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February	165*	122*	128·7	+4·5	109·8	128·3	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	167*	121*	129·1	+4·4	110·0	128·8	154·2	341	— 15	—19	249	+20	+10	147	143	..
April	167*	123*	131·6	+5·5	110·9	128·9	155·1	313	— 28	—20	274	+25	+14	149	143	..
May	168*	123*	132·1	+5·1	111·3*	129·2*	155·9	297	— 16	—23	287	+13	+ 9	157	140	..
June		127*	132·4	+4·9	110·8*	129·3*	156·5	268	— 29	—33	302	+15	+13	148	139	
July			132·4	+4·9	110·3*	129·4*		264	— 4	—15	296	— 6	+ 3	151*	154*	

† Not seasonally adjusted. * Provisional.

TRANSLATIONS
INTERPRETERS

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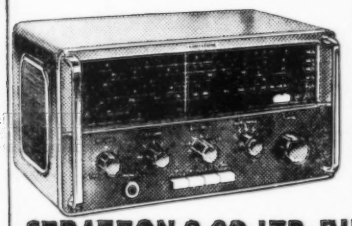

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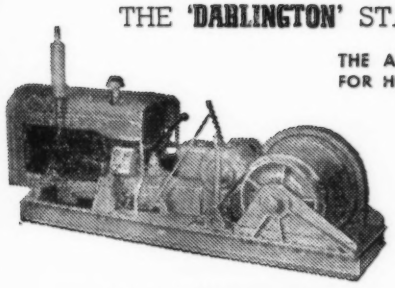

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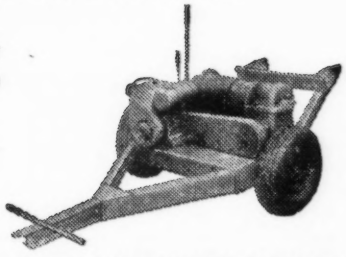

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United Kingdom Trade in July

A shortened version of this article appeared on page 352 *of the* Board of Trade Journal *of August* 13.

EXPORTS IN JULY increased very sharply to a new record. Taken with the experience of recent months this suggests that the underlying trend may still be moving upwards rather than having flattened off, as earlier evidence had appeared to imply; though the July figure is clearly exceptionally high. Imports also increased in July but were well below the record figure in May. Special factors obscure the trend this year, but, allowing for these, imports in recent months appear to have been a little higher than earlier in the year. The monthly trade deficit was very small in July; the average so far this year has been about half the monthly rate for last year.

United Kingdom trade

TABLE 1 (A)
TOTALS

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—42
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40*
1965 February	390	440	14	+10
March	388	469	13	—17
April	387	477	13	—30*
May	379	501	13	—56*
June	376	472	14	—34*
July*	417	484	17	— 1*
1965 Feb.-April	388	462	13	—12
May-July*	391	486	15	—30*

* Provisional estimates.

TABLE 1 (B)
TOTALS

Recorded Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	373·9	464 8	13·6
2nd quarter	401·7	487 0	14·0
1965 May	393·9	505·5	13·6
June	401·0	484·6	14·4
July*	418·3	494·5	15·6

* Provisional estimates.

Trade balance

The balance of trade in July was in deficit by only £1 million, seasonally adjusted, reflecting the very high export figure. The monthly trade balance has been very erratic this year, but over the first seven months the deficit has averaged £23 million a month, compared with £46 million a month in 1964. This improvement in the trade balance over 1964 is equivalent to about £275 million at an annual rate.

Exports

Exports in July were £417 million, seasonally adjusted, easily a record. The export series shows large variations from one month to another, and at this time of year changing holiday patterns may be contributing additionally to the variability. Part of the recent month-to-month movements, and some part of the rise in July, is attributable to the unevenness in export deliveries of machinery and of ships and aircraft. For the three months May-July exports averaged £391 million, half per cent above the average of the three high months February, March and April. In the first seven months of this year exports have averaged 5 per cent more than the average for 1964.

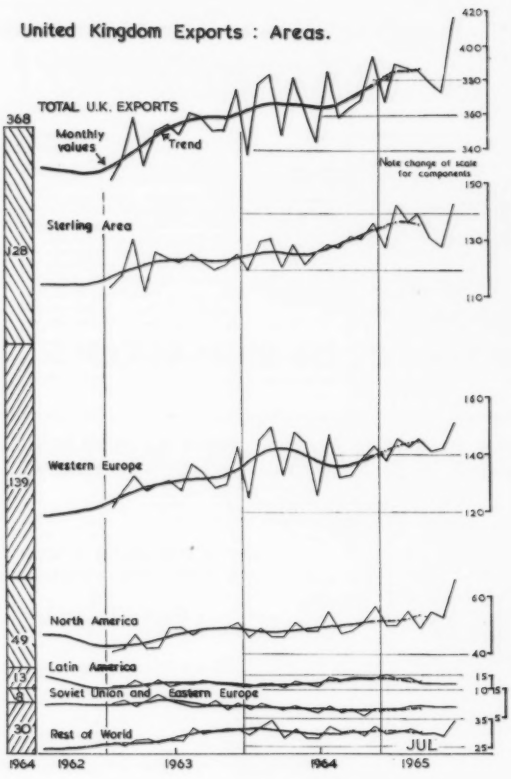


Table 2 — United Kingdom exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

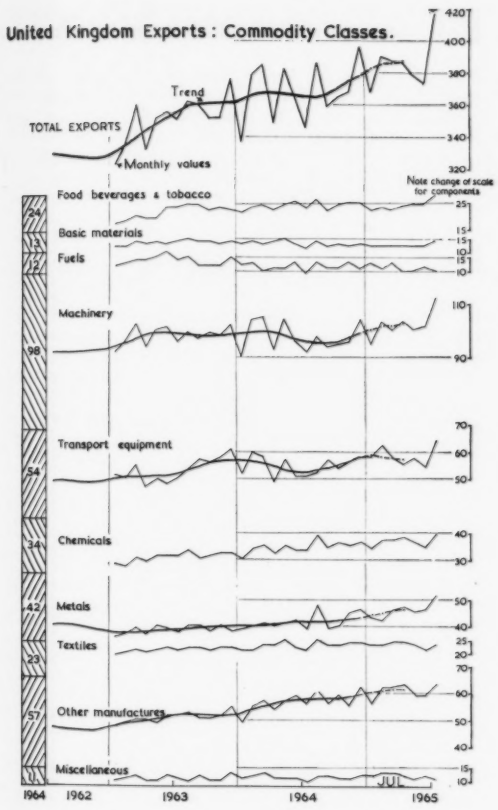
	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1964 2nd quarter.	124	142	77	53	48	12	9	29	365
3rd quarter.	128	135	71	51	50	12	8	30	363
4th quarter.	133	138	74	52	52	14	7	31	377
1965 1st quarter.	136	143	74	56	52	15	8	31	383
2nd quarter.	133	143	75	55	53	12	9	30	381
April	140	146	77	56	49	13	9	30	387
May	131	142	73	55	55	12	9	30	379
June	128	142	74	54	53	12	9	29	375
July*	143	151	78	57	66	13	9	34	417
February-April	140	145	76	57	52	14	9	30	388
May-July*	134	145	75	56	58	12	9	31	391

Rest of World	Total
29	365
30	363
31	377
31	383
30	381
30	387
30	379
29	375
34	417
30	388
31	391

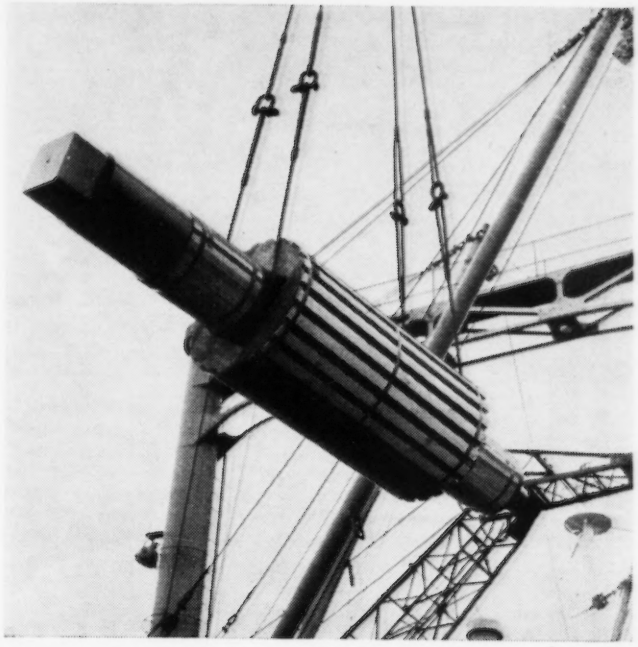
The most recent three months have shown a marked increase in exports to the United States. There has been little change in recent months in exports to Western Europe. Among EEC countries the continued fast expansion in exports to Western Germany has been largely offset by a falling back in exports to France, the Netherlands and Belgium. Exports to EFTA countries have been running fairly flat in recent months after their big rise in the early months of this year. Exports to overseas sterling area countries in the most recent three months were lower than the peak rate of the previous three months. Expansion has continued in exports to South Africa and to the Irish Republic, but there has been a dropping back to Australia and India.

In the commodity pattern of exports there was an increase in exports of machinery in the three months May-July after a period of some flatness. There was a recovery in exports of transport equipment due to higher exports of aircraft. Metals and manufactures of metals have continued to move strongly upwards in recent months.

(*Continued on next page*)



LARGE ORDER FOR SUGAR MACHINERY



A sugar crushing roller weighing between eight and nine tons is lifted from a floating crane into the hold of the 'Nashinaru Maru' at Birkenhead. The roller is part of a £1,100,000 order for sugar machinery received by Fletcher and Stewart Ltd., of Derby, from the Mirpurkhas Sugar Mills at Jamrao, near Karachi.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

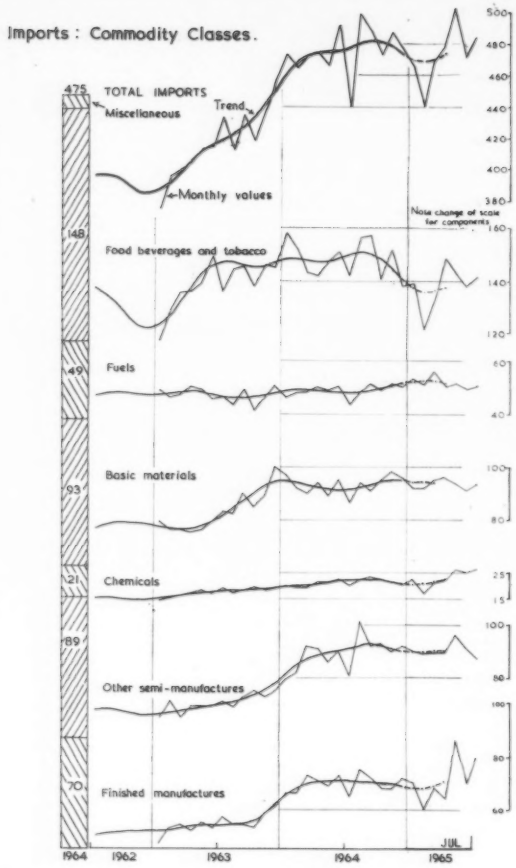
It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 229 of July 30 issue.

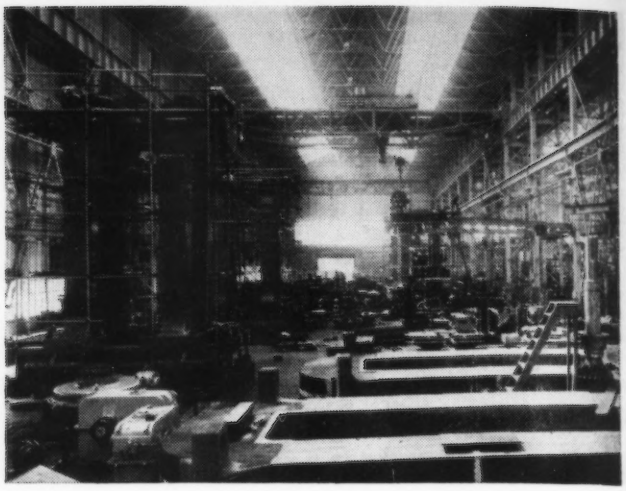
Table 3 — United Kingdom exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly average or calendar months.

	Food beverages and tobacco	Basic materials	Fuels	Manufactures										Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	
					Total	Machinery	Road motor vehicles	Other transport equipment						
1964 2nd quarter	23	14	12	305	150	98	44	9	33	41	23	57	11	365
3rd quartre	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter	23	12	12	322	159	100	46	14	36	44	23	60	13	383
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
April	23	12	10	330	158	103	46	8	38	47	24	62	12	387
May	24	12	10	321	158	100	46	12	36	45	23	59	11	379
June	24	12	11	317	155	101	46	8	34	46	21	59	12	375
July*	27	14	10	353	175	112	49	14	39	51	25	63	11	417
February-April	23	12	11	329	161	102	46	12	38	45	23	62	13	388
May-July*	25	13	11	331	163	105	47	11	36	48	23	60	12	391

* Provisional estimates.





These rolling mill units undergoing erection in the heavy fitting shops at the Darnall Works, Sheffield, of Davy & United Engineering Co. Ltd., a member of the Davy-Ashmore Group, form the major part of the hot steel strip rolling mill for the new Skopje steelworks in Yugoslavia. The steelworks is being built by Davy-United in consortium with The Wellman Smith Owen Engineering Corporation Ltd. under a £28 million contract.

Imports

Imports in July were valued at £484 million, seasonally adjusted, an increase compared with the June total of £472 million but well down on the high figure of £501 million in May, which followed the reduction in the import charge. The monthly level of imports this year has fluctuated markedly owing to special factors, including the change in the import charge at the end of April and the delays in arrivals caused by the American dock strikes early in the year. It is therefore very difficult to judge the current trend in imports. To some extent the effects of the distortions are reduced

Table 4 — Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly average or calendar months.

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1964 2nd quarter	147	50	206	94	21	90	71	4	477
3rd quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter	132	53	200	93	19	87	65	7	458
2nd quarter	144	51	211	94	25	92	73	6	485
April	149	51	208	96	22	89	64	6	477
May	142	52	217	94	26	97	86	6	501
June	139	50	208	91	26	91	70	6	472
July*	141	51	206	93	26	87	80	6	484
February-April	135	53	204	95	20	89	64	6	462
May-July*	140	51	210	93	26	92	79	6	486

* Provisional estimates.

Robert Hough

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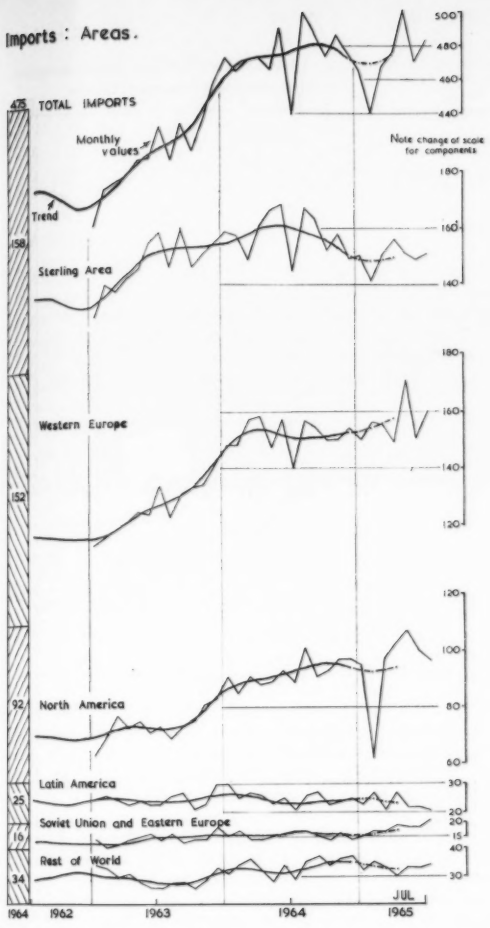
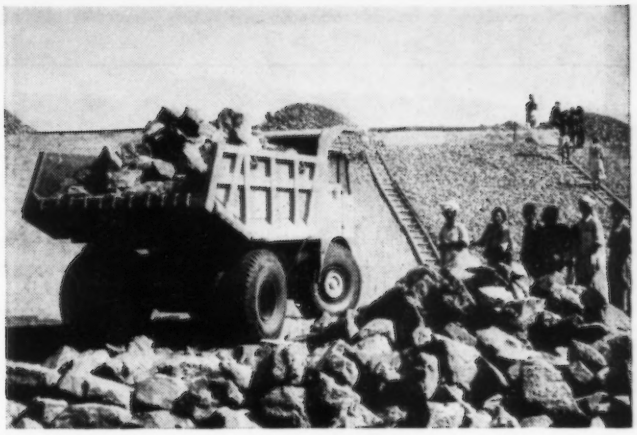


Table 5 — Imports: Areas

Seasonally adjusted £ million c.i.f. monthly average or calendar months.

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 2nd quarter	164	153	90	24	16	31	477
3rd quarter	157	150	94	24	17	33	476
4th quarter	152	151	96	24	16	36	478
1965 1st quarter	147	154	85	24	16	33	458
2nd quarter	153	157	103	24	19	32	485
April	156	149	102	27	19	29	477
May	152	170	107	22	19	33	501
June	149	150	100	22	18	33	471
July*	151	160	97	21	21	34	484
February-April	149	153	87	25	18	32	462
May-July*	151	160	102	22	19	33	486

* Provisional estimates.



A Scammell Sherpa dump truck, one of a repeat order for four from Christiani Nielsen, international construction engineers of Copenhagen. The vehicles are now in operation at the site of the Qadirabad Barrage in West Pakistan. Scammell Lorries Ltd. recently announced that the value of their export orders for the first nine months of the 1965 financial year is already nearly double the orders received for the whole of the previous year.

if the last two months are taken together and compared with the average over the previous four months, a period which includes the exceptionally low February and very high May figures. (The standard comparison of the latest three months with the preceding three months, which shows a rise of 5 per cent, is clearly misleading.) The average for June-July was £478 million, about 1½ per cent higher than in February-May. In the first seven months of this year imports have been a little lower than the average rate during 1964.

In recent months the main increases in imports have been confined to the categories of finished manufactures, chemicals and drink and tobacco. Imports of these in June and July, though lower than the exceptional figures in May (when arrivals were particularly high following the reduction in the temporary import charge) continued at a higher level than earlier in the year. Imports of finished manufactures in June-July averaged 9 per cent more than in February-May. Imports of chemicals averaged nearly one-fifth higher and imports of drink and tobacco about two-fifths higher. Other main categories of imports in June-July were generally lower on average than in February-May – food imports were 1 per cent lower, basic materials 2 per cent lower and fuel 3 per cent lower.

The area pattern of imports is also affected by the unevenness of arrivals this year, but taking these into account, there appears to have been an increase in imports from North America, from Western Europe and from the Soviet Union and Eastern Europe. Against this there has been little change in arrivals from the sterling area and a continued decline in imports from Latin America.

(Continued on next page)

Customs and Excise Tariff

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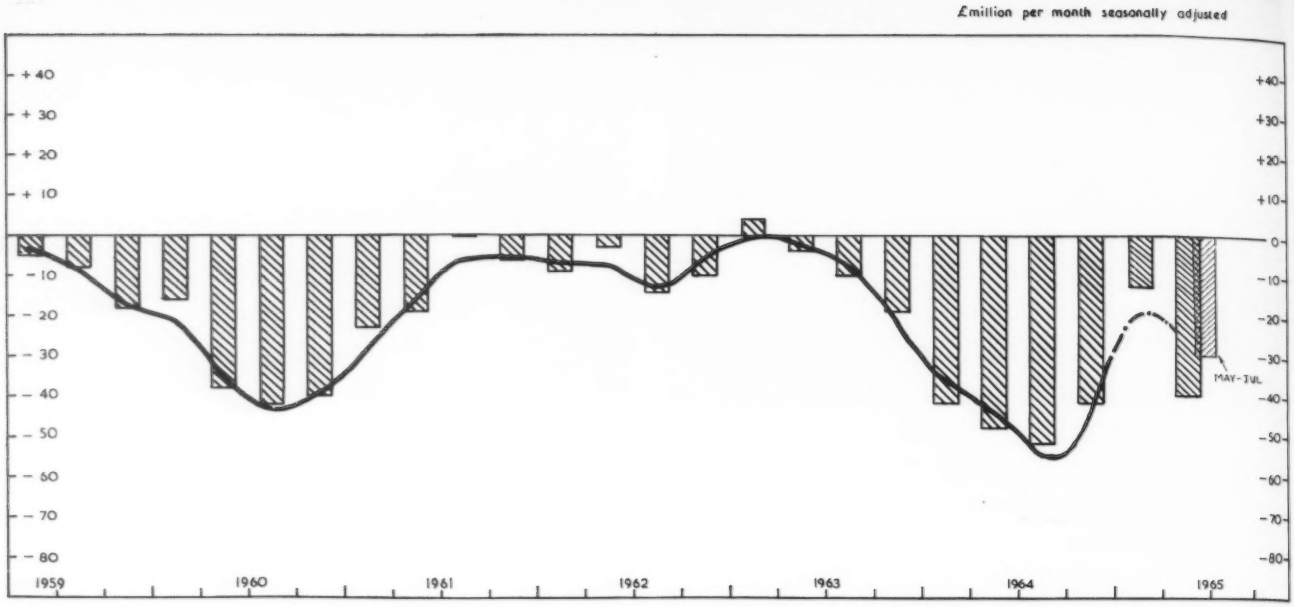
THE TRADE BALANCE



UNITED KINGDOM TRADE IN JULY—continued

Notes:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on August 31* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for September†, due to be published on or about September 28.

* Accounts relating to the Overseas Trade of the United Kingdom, July 1965. HM Stationery Office. Price 30s., by post 31s.

† Report on Overseas Trade, published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

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Retail Sales in June—correction

IN SOME COPIES of the *Board of Trade Journal* of August 13, pages 361 and 362 of the retail trade tables were inadvertently transposed. The correct copies are those showing 'Co-operative Societies (£121 million)' as the first item in the first column of page 361. This item correctly follows 'Dairyman, Total (£367 million)' at the foot of page 360. In the transposed pages it incorrectly appears to refer to durable goods.

On page 359, Table 2 (i), the percentage change omitted for Mail Order Businesses in April 1965 is '+2.' Also on page 359, Table 2 (ii), 'Value (at average 1961 prices)' should read '*Volume* (at average 1961 prices).'

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

Index of retail prices, July 1965

AT July 13, 1965, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 112.7, the same figure as at June 15.

INDUSTRIAL FILM CATALOGUE

A new (1964-65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

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Turnover of the catering trades in June

FOR THE MONTH of June the total turnover of the Catering Trades was 9 per cent higher than a year earlier compared with an increase of only 1 per cent in May. The sharp rise in June was probably attributable to the effect of the Whitsun period which was in June this year and in May last year. For the second quarter as a whole turnover showed an increase of 7 per cent compared with a rise of 5 per cent in the first quarter of 1965, reflecting a fairly steady upward trend in turnover since the beginning of the year.

Each of the kinds of business listed separately in the table with the exception of canteen and catering contractors showed substantial increases in sales in June compared with a year earlier. Canteens and catering contractors, whose sales were probably depressed by the Whitsun period, showed no increase in June compared with the previous year, but if the figures for May and June were taken together for this kind of business, the percentage increase over the corresponding months in 1964 was 5 per cent.

Index numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

Kind of business (Turnover in 1960 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965		111	136			107	110	114	127	132	147						
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+7(b)	+5	+7			+3	+8	+4	+11	+1	+9						
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965		91	144			83	90	99	119	132	172						
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+7(b)	+6	+6			+5	+10	+3	+10	Nil	+7						
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1965		107	132			103	106	111	122	126	146						
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7(b)	+6	+7			+6	+7	+4	+10	Nil	+9						
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965		114	138			112	115	116	132	134	145						
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+7(b)	+4	+8			+1	+9	+3	+14	+1	+10						
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965		129	124			128	129	131	122	133	117						
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+5(b)	+8	+2			+7	+6	+10	—1	+10	Nil						

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by June 1965 sales was the five weeks from May 30, 1965, to July 3, 1965; the corresponding period in 1964 was from May 31, 1964, to July 4, 1964.
(b) Cumulative figure for January to June compared with corresponding period of 1964.

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OVERSEAS STERLING AREA TRADE SUMMARY

Overseas sterling area trade in the first quarter of 1965

IN THE FIRST QUARTER of 1965, total exports from the overseas sterling countries (excluding exports from the Middle East oil states) were marginally lower in value, after allowing for seasonal movements, than they had been in the previous quarter. This resulted from a reduction in trade with both the United Kingdom and the non-sterling area which, between them, took 1½ per cent less than they had in the final quarter of 1964. Overseas sterling countries inter-trade, however, increased in the first quarter of this year, when it was 4 per cent above the level in the previous quarter, following a period of no change in the second half of last year. In contrast to the export situation, imports into the overseas sterling area continued to expand strongly in the first quarter of 1965. After allowing for seasonal fluctuations, the value of imports was nearly 5½ per cent above the level of the final quarter of 1964; each of the three suppliers shown in Table A contributed to the growth, with imports from the United Kingdom rising by 7 per cent – rather faster than the average rate of increase of the overseas sterling area's imports.

Table A — Overseas Sterling Area Trade
(Seasonally adjusted values)

£ million

Period	Exports to				Imports from			
	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World	United Kingdom	Overseas Sterling Area	Non-Sterling Area	World
1961								
1st quarter	311	199	561	1,071	404	213	804	1,422
2nd quarter	316	198	597	1,111	371	215	808	1,394
3rd quarter	312	197	625	1,133	353	210	750	1,313
4th quarter	320	192	624	1,136	339	214	760	1,313
1962								
1st quarter	307	198	626	1,130	337	210	806	1,354
2nd quarter	317	199	622	1,137	344	216	787	1,346
3rd quarter	316	199	622	1,137	363	214	875	1,453
4th quarter	300	198	652	1,151	366	216	853	1,435
1963								
1st quarter	317	206	670	1,193	370	243	868	1,481
2nd quarter	335	210	718	1,262	375	221	931	1,527
3rd quarter	341	218	769	1,328	376	231	938	1,545
4th quarter	352	234	753	1,339	376	245	945	1,565
1964								
1st quarter	368	230	783	1,381	385	248	976	1,610
2nd quarter	376	245	796	1,417	392	255	980	1,627
3rd quarter	374	250	781	1,405	396	270	1,058	1,723
4th quarter	387	249	820	1,455	413	264	1,095	1,772
1965								
1st quarter	381	259	807	1,447	442	277	1,148	1,867

Exports from the overseas sterling countries

Total exports from the overseas sterling countries in the first quarter of this year were valued at £1,440 million, an increase of £47 million (almost 3½ per cent) over the value of exports in the corresponding period of 1964. This increase is very much smaller than the recent growth in this flow of trade, and indeed is the smallest rate of increase recorded since the fourth quarter of 1962. Reduced export earnings from a number of important commodities had a considerable effect on the growth of overseas sterling area exports between the first quarter of 1964 and the first quarter of 1965. Australian exports in the first quarter of this year, fell by nearly £18 million (almost 6½ per cent), largely because of poorer export earnings from wool and wheat. Wool prices were considerably lower in the first quarter than they had been a year earlier, and in addition a smaller quantity was exported; in the case of wheat, the smaller quantity exported (reflecting lower Russian imports of grain than in the first quarter of 1964) was largely responsible for the decline in earnings, although slightly weaker prices also contributed. New Zealand's exports in the period under review fell by £5 million (5 per cent) and were also affected by lower export earnings from wool. Australia and New Zealand together account for most of the overseas sterling area's exports of meat, and in the first quarter the export earnings of this commodity increased, largely as a result of higher prices. This development helped to partially offset the decline in Australia's and New Zealand's earnings from wool. Other countries recording sizeable falls in their export earnings between the first quarter of 1964 and 1965 were Ghana (an estimated £7 million; 20 per cent), the Irish Republic (£6 million; 10 per cent) and Uganda (£2 million; 12 per cent). The reduction in Ghana's export earnings largely reflected both a lower price and quantity exported of cocoa. Similarly a lower value of exports of raw coffee adversely affected the earnings of Uganda.

Exports from Hong Kong increased strongly in the first quarter of this year, rising by £14 million (17 per cent), compared with a year earlier. Nigerian exports, too, were buoyant, reaching an estimated £63 million in the first quarter; this represented a rise of £9 million (17 per cent), compared with a year earlier, and to a large extent was due to a very substantial increase in earnings from crude petroleum which offset reduced cocoa earnings. Favourable developments in some other important commodities also benefited a number of other countries. Exports of tin and natural rubber from the overseas sterling area in total increased between the first quarter of 1964 and 1965; the former was largely as a result of an increase in price which offset a small decline in the quantity exported, while exports of rubber benefited from increases in both price and quantity exported. Partly as a consequence of these developments, exports from both Malaya and Singapore increased – £4 million (7 per cent) and £7 million (14 per cent) respectively. India, too, increased its exports – £7 million (5 per cent) above the level of a year earlier – with improved export earnings from tea (despite a fall in price) contributing to the rise. Pakistan's exports in the first quarter of 1965 were helped by the improvement which took place in the earnings from cotton and jute. The increase in cotton earnings largely resulted from a sizeable increase in the quantity exported; in the case of jute, the quantity exported fell, but there was a considerable rise in price compared with its low level in the first quarter of 1964.

Imports into overseas sterling countries

The value of the overseas sterling countries' imports in the first quarter of 1965 increased by £232 million (14½ per cent) compared with the same period of last year. More than half (£155 million) of this increase came from the non-sterling area, representing an increase of about 16 per cent from this source. A further £52 million of the total increase came from the United Kingdom (a rise of 13½ per cent), while the overseas sterling countries' imports from each other increased by £25 million, an increase of over 10 per cent over the first quarter of 1964. Among the individual overseas sterling countries, the largest increases in imports were recorded by India, a rise of £58 million (26 per cent), Australia, £48 million (21 per cent). South Africa, £35 million (19 per cent) and Hong Kong, £13 million (10 per cent). Pakistan's imports are estimated to have increased by £19 million (24 per cent). Only two of the main overseas sterling countries recorded

Table B — Overseas Sterling countries' imports from industrial countries (i)
1st quarter 1965 compared with 1st quarter 1964

Imports into \ Imports from		United Kingdom	Germany	EEC including Germany	North America	Japan	Total industrial countries	Total imports
Australia:								
(a) 1st quarter 1964	£m.	69	12	24	63	15	182	236
(b) 1st quarter 1965	£m.	85	16	34	68	26	224	284
(c) Percentage change		+23	+39	+41	+ 9	+68	+23	+21
India:								
(a)	£m.	31	17	27	77	13	154	222
(b)	£m.	33	24	37	99	17	193	280
(c)	%	+ 8	+40	+37	+28	+34	+26	+26
New Zealand:								
(a)	£m.	34	2	5	11	4	56	83
(b)	£m.	34	2	6	11	5	58	83
(c)	%	— 1	+23	+22	— 1	+16	+ 3	— 1
Irish Republic:								
(a)	£m.	43	6	15	9	1	75	88
(b)	£m.	47	7	16	8	1	78	93
(c)	%	+ 9	+ 4	+ 6	—16	—12	+ 5	+ 7
Overseas Sterling Area(ii)								
(a)	£m.	387	99	212	318	117	1,095	1,593
(b)	£m.	439	122	255	357	152	1,274	1,825
(c)	%	+13	+23	+20	+13	+30	+16	+15

(i) United Kingdom, Continental OECD, United States, Canada and Japan.
(ii) Provisional.

a decrease in imports in the first quarter compared with a year earlier; Jamaica's imports fell by a little more than £1 million (nearly 6 per cent) and New Zealand's imports by about £½ million (less than 1 per cent).

Firm figures giving details of the main suppliers of imports into individual markets of the overseas sterling area are, so far, only available for four countries; these are shown in Table B. Of these countries, India was the fastest growing market for the industrial countries, increasing by 26 per cent (£39 million); more than half of the increase was supplied by North America, and imports from both Germany and Japan increased rapidly. Australia's increase of 23 per cent in imports from the industrial countries represented an additional £42 million, of which £16 million came from the United Kingdom. Japanese imports into this market rose extremely rapidly – by 68 per cent; however, the value of this trade is still relatively small, and the value of the increase was £11 million – less than that from the United Kingdom. Imports from the industrial countries into both the Irish Republic and New Zealand only rose slowly (5 per cent and 3 per cent respectively). In the case of the Irish Republic, increases in imports from the United Kingdom, and to a lesser extent the EEC, were partly offset by falls in imports from North America and Japan. The growth in New Zealand's imports was largely due to an increase in imports from the EEC.

Statistics of imports into the overseas sterling countries as a whole from the industrial countries in the first quarter of this year are only provisional. They are estimated to have been £179 million (16 per cent) higher than in the first quarter of 1964. Of this increase, the United Kingdom supplied £52 million (a rise of 13 per cent on a year earlier), the EEC £43 million (an increase of 20 per cent) and North America, £39 million (a rise of 12½ per cent). Imports from Japan increased by nearly £35 million; this was equivalent to a growth of 30 per cent, and Japan was the fastest growing supplier in this period. However, Japan still only accounts for less than one-tenth of total imports into the overseas sterling countries.

Statistical notes:

Definitions of the statistics in the tables were given in 'Statistical Notes' contained in the Overseas Sterling Area Trade Summary published in the *Board of Trade Journal* of May 21, 1965 (page 1136).

Table 1—Trade of the Commonwealth and Sterling Area

Quarters or quarterly averages in £ million

	1961	1962	1963	1964	1963			1964				1965	
					2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter
IMPORTS (*a*):													
United Kingdom (*b*)	1,099	1,123	1,205	1,426	1,193	1,202	1,282	1,433	1,443	1,381	1,446	1,395	1,461
Overseas Sterling Area	1,358	1,398	1,522	1,692	1,543	1,535	1,595	1,593	1,649	1,718	1,808	1,825	
Australia	187	202	220	265	222	228	223	236	260	277	288	284	309 (*e*)
Ceylon	32	31	28	37	28	28	34	30	37	54	28	30 (*e*)	
Kenya				19								22	
Tanzania (*d*)	35	35	38	12	39	38	36	36	38	39	45	12 (*k*)	
Uganda				8								10	
Ghana	35	30	33	30	30	33	35	32	23	31	36	36 (*e*)	
Hong Kong	93	104	116	134	116	114	126	127	138	130	139	140	
India	202	212	221	222	233	231	208	222	204	211	252	280	
Irish Republic	65	68	77	87	80	70	87	88	91	81	90	93	
Jamaica	19	20	20	25	20	20	22	25	25	24	27 (*e*)	24 (*e*)	
Malaya	39	44	44	47	47	44	44	45	47	47	48	50	
Mediterranean Territories (*f*)	20	21	23	22	22	23	25	22	21	20	27	22 (*k*)	
New Zealand	81	68	82	83	77	92	86	83	82	92	75	83	91 (*e*)
Nigeria	56	51	52	64	48	51	61	60	56	67	71	67 (*e*)	66 (*e*)
Pakistan	57	66	79	89	81	77	95	81	79	96	101	100 (*e*)	
Malawi				4				3	4	4	4	3 (*e*)	
Rhodesia	(*g*) 39	36	34	27	34	35	33	25	29	29	27	27	
Zambia				20				15	20	21	23	23	
Singapore	94	96	103	78	107	108	94	80	79	76	78	89	
South Africa (*h*) (*i*)	126	128	150	191	151	152	161	178	187	197	201	213 (*e*)	239 (*e*)
Trinidad and Tobago	30	32	34	38	36	29	37	34	40	35	42	36 (*k*)	
Other	148	154	169	189	171	164	186	171	189	185	211	181 (*k*)	
STERLING AREA	2,456	2,521	2,727	3,118	2,735	2,738	2,876	3,026	3,091	3,099	3,253	3,219	
STERLING COMMONWEALTH (*j*)	2,216	2,267	2,434	2,766	2,437	2,453	2,556	2,697	2,737	2,751	2,879	2,838	
CANADA	508	521	543	622	562	546	595	548	678	605	658	613	
COMMONWEALTH (*j*)	2,724	2,788	2,977	3,388	2,999	2,999	3,151	3,244	3,415	3,356	3,537	3,451	
EXPORTS (*a*):													
United Kingdom (*c*)	960	987	1,058	1,141	1,071	1,009	1,116	1,153	1,172	1,052	1,189	1,163	1,247
Overseas Sterling Area	1,109	1,139	1,281	1,419	1,288	1,303	1,346	1,392	1,447	1,384	1,453	1,440	
Australia	208	210	247	271	227	252	289	281	282	245	276	263	271 (*e*)
Ceylon	32	33	32	35	33	34	30	31	36	41	31	31 (*e*)	
Kenya				13								14	
Tanzania (*d*)	34	35	43	19	39	45	45	52	44	49	47	18 (*k*)	
Uganda				16								17	
Ghana	26	26	24	26	30	26	19	35	30	23	16	28 (*e*)	
Hong Kong	61	69	78	90	75	80	83	85	89	90	97	99	
India	124	126	145	155	135	147	164	145	153	157	166	153	
Irish Republic	45	44	49	57	48	53	52	56	53	57	61	50	
Jamaica	15	16	18	19	22	17	18	18	25	18	15 (*e*)	19 (*e*)	
Malaya	55	55	57	58	57	61	51	53	54	62	62	57	
Mediterranean Territories (*f*)	6	7	7	7	9	6	6	7	9	6	7	6	
New Zealand	71	72	82	96	102	68	72	113	116	71	85	108	105 (*e*)
Nigeria	43	42	47	54	51	44	49	54	54	54	53	63 (*e*)	67 (*e*)
Pakistan	36	35	37	37	36	34	40	35	27 (*l*)	40	48	49 (*e*)	
Malawi				3				3	3	4	3	4 (*e*)	
Rhodesia	(*g*) 52	52	56	34	59	64	57	22	36	43	37	27	
Zambia				42				43	42	40	43	42	
Singapore	66	67	67	50	70	77	51	47	48	51	52	54	
South Africa (*h*)	107	107	114	119	118	109	124	119	128	111	118	127 (*e*)	127 (*e*)
Trinidad and Tobago	27	28	31	34	36	29	29	35	35	33	34	37 (*k*)	
Other	101	116	148	184	142	156	167	158	180	189	207	174 (*k*)	
STERLING AREA	2,069	2,126	2,340	2,561	2,359	2,312	2,463	2,545	2,619	2,436	2,642	2,602	
STERLING COMMONWEALTH (*j*)	1,887	1,930	2,109	2,287	2,125	2,082	2,214	2,284	2,340	2,161	2,363	2,321	
CANADA	519	529	578	689	572	591	656	590	711	740	716	615	
COMMONWEALTH (*j*)	2,407	2,459	2,687	2,976	2,696	2,673	2,870	2,874	3,051	2,900	3,079	2,936	

(*a*) For valuation see statistical notes. (*b*) Values from January 1, 1964, include imports of pearls, diamonds and other precious and semi-precious stones and revised valuations for parcel post. (*c*) Values from January 1, 1964, include exports of pearls, diamonds and other precious and semi-precious stones. (*d*) Formerly Tanganyika and Zanzibar. (*e*) Estimated. (*f*) Cyprus; Gibraltar, Malta. (*g*) From January 1, 1964, figures of all trade are recorded separately for Zambia, Rhodesia and Malawi, including trade between the countries. (*h*) Includes South West Africa and also the Southern African territories of Basutoland, Bechuanaland and Swaziland. (*i*) Excludes military stores from 3rd quarter, 1963. (*j*) Excludes South and South West Africa, also excludes the Southern African territories (Basutoland, Bechuanaland and Swaziland) whose total trade in 1962 was of the order of £12 million. (*k*) Partly estimated. (*l*) April-May at quarterly rate.

(*Continued on next page*)

OVERSEAS STERLING AREA TRADE SUMMARY, *continued*

Table 2 — Principal exports of the Overseas Sterling Area

quarterly averages in £ million

	Raw wool	Raw cotton(*a*)	Raw jute	Wheat	Raw sugar (*b*)	Tin	Copper	Raw cocoa	Raw coffee	Tea	Natural rubber (*c*)	Meat and meat preparations (*d*)
1960	108·3	14·4	15·2	13·3	23·8	16·3	37·8	26·9	10·7	46·1	92·3	43·9
1961	112·9	14·3	16·8	27·7	26·5	18·5	35·3	27·0	10·2	47·1	72·7	46·1
1962	112·5	12·6	14·6	22·0	29·4	18·9	34·2	26·9	11·5	48·1	70·2	50·7
1963	128·7	18·5	14·2	29·2	45·2	21·3	37·1	27·0	13·7	49·3	66·5	55·5
1964	139·6	15·0	16·0	32·1	43·5	24·4	45·6	28·6	19·8	48·2	55·8	62·4
1964 1st quarter	173·9	11·6	16·0	44·6	35·4	22·1	49·2	41·9	23·8	39·3	54·8	56·8
2nd quarter	157·3	16·6	13·9	40·9	49·8	22·1	42·8	35·4	18·5	37·3	50·4	66·5
3rd quarter	84·7	16·4	10·2	24·2	49·7	24·5	41·9	24·2	22·5	60·0	60·8	68·1
4th quarter (*e*)	142·7	15·5	23·8	18·6	39·1	28·8	48·6	12·9	14·5	56·1	57·4	58·3
1965 1st quarter (*e*)	140·8	21·6	17·8	32·1	21·8	25·8	47·8	33·2	16·8	43·1	61·3	69·5

(*a*) Including linters. (*b*) Excluding Sugar Preference Certificates. (*c*) Excluding gutta-percha and jelutong. Total exports of rubber from Overseas Sterling Area includes re-exports from Malaya which are not separately available. Malayan imports of rubber (mainly from Sabah, Sarawak and Thailand) were valued at £12.1 million for the year 1964. (*d*) Exports of meat from South Africa are excluded. (*e*) Partly estimated.

Assets and liabilities of hire purchase finance companies

HIRE PURCHASE, credit sale and other instalment debt owed to finance companies at the end of June 1965 amounted to £895 million, constituting over 82 per cent of the total value of the selected assets reported in the quarterly inquiry into assets and liabilities. The total instalment debt, which was made up of £843 million direct debt and £52 million owing by retailers under block discounting arrangements, showed an increase of £59 million over March 1965 and a rise of £92 million, compared with the figure at December 31, 1964, the rise reflecting the peak season for motor car buying. Other advances and loans at £126 million were the same as at the end of March 1965, and trade investments and investments in unconsolidated subsidiaries also remained steady at £45 million. Other securities, which in March 1965 were down to £9 million compared with £20 million in December 1964, rose again to £16 million in June.

The increase in activity was financed mainly by an increase of £98 million in borrowing on deposit, which rose from £536 million in March to £634 million at the end of June. United Kingdom non-financial companies accounted for £228 million of the deposits (showing an increase of £31 million over the previous quarter). Deposits by United Kingdom banks totalled £135 million and by other United Kingdom financial institutions £64 million (these two sources showing an increase of £25 million over March 1965). Deposits by other United Kingdom residents rose by £20 million to £96 million and deposits by overseas residents which totalled £111 million showed an increase of £22 million. Other funds provided by United Kingdom banks totalled £91 million, a decrease of £28 million compared with March 1965. There was no change in capital and reserves shown by the companies in their latest balance sheets, which remained at £171 million.

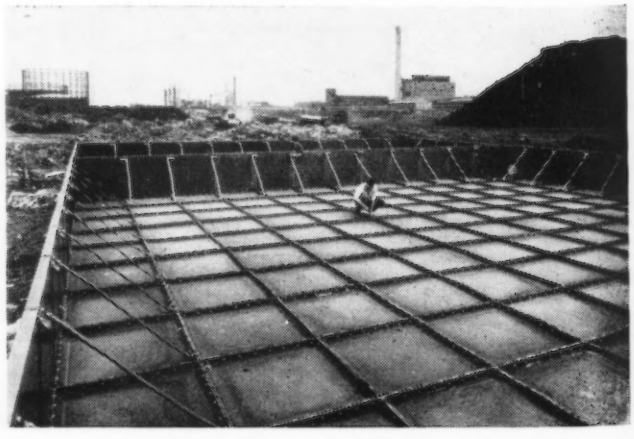
At the end of June, as at the end of March 1965, the total of selected liabilities exceeded the total of selected assets. The difference amounted to £42 million at the end of June, compared with £35 million in March 1965. This difference may be due to the increasing employment of funds by finance companies in acquiring fixed assets for leasing, renting or hiring out; assets held in this form are not represented among the selected assets covered by the quarterly inquiry.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at					
	Mar. 31, 1964	June 30, 1964	Sept. 30, 1964	Dec. 31, 1964	Mar. 31, 1965	June 30, 1965
Assets with United Kingdom financial institutions other than banks	14	11	10	9	7	8
Trade investments and investments in unconsolidated subsidiaries	35	37	39	41	45	45
Other securities	15	19	15	20	9	16
Hire-purchase, credit sale and other instalment credit outstanding (1)	693	752	791	803	836	895
Other advances and loans	93	99	106	117	125	126
Total of Selected Assets	850	918	961	990	1,022	1,090
Selected liabilities						
Bills discounted with United Kingdom banks and discount houses	72	85	77	111	122	124
Deposits by:						
(a) United Kingdom banks	85	105	104	84	127	135
(b) Other United Kingdom financial institutions	43	54	56	55	47	64
(c) United Kingdom non-financial companies	164	196	195	203	197	228
(d) Other United Kingdom residents	48	53	55	66	76	96
(e) Overseas residents	72	73	91	86	89	111
Total deposits	412	481	501	494	536	634
Other borrowing:						
(a) United Kingdom banks (net) (2)	90	84	107	116	119	91
(b) Other United Kingdom financial institutions	7	7	7	7	8	8
(c) United Kingdom non-financial companies	1	1	1	2	1	1
(d) Other United Kingdom residents	8	7	7	7	7	5
(e) Overseas residents	1	2	—	—	—	—
Total other borrowing	107	101	122	132	135	105
Unearned finance charges	76	81	86	88	93	98
Issued capital and reserves (3)	153	152	157	172	171	171
Total of Selected Liabilities	820	900	943	997	1,057	1,132

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
— indicates less than £0·5 million.



A 70,000-gallon glass reinforced plastic water supply tank, made by BTR Reinforced Plastics Ltd. These tanks are being exported to Cyprus, Malaysia and other countries for emergency water supplies.

Food consumption levels in the United Kingdom

ESTIMATES OF FOOD CONSUMPTION in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food, and a series covering the immediate pre-war period and the years 1960-63 was published in the *Board of Trade Journal*, October 2, 1964 (pages 742 and 743). In the following tables this series is extended to 1964, with some revised estimates for earlier years. Tables showing figures for pre-war, and for each year from 1940 to 1964 may be obtained an application to Statistics Division, Ministry of Agriculture, Fisheries and Food, Government Buildings, Tolcarne Drive, Pinner, Middlesex.

The Statistics are based on total supplies moving into consumption, including the produce of gardens and allotments; they cover consumption not only in private households, but also in institutions and catering establishments and by HM Forces in the United Kingdom. The food content of alcoholic beverages is not included except where specified. In general, it is not practicable to measure changes in wholesale and retail stocks, and it is assumed that such end-year stocks remain approximately constant; but in interpreting the figures it should be borne in mind that they measure disappearance rather than final consumption, and this may, to some extent, affect year-to-year comparisons of non-perishable foodstuffs such as sugar and tea. For fresh fruit and vegetables, including potatoes, an attempt has been made to provide estimates which reflect the true level of supplies reaching the consumer as distinct from the apparent level of total supplies. The variable margin between the two includes wastage in marketing.

The factors used for calculating the protein, fat and available carbohydrate contents of foods are based in the main on those published in *The Composition of Foods*.* The nutritive value of flour has been estimated, as in previous years, from analyses of flour by the Government Chemist, and that of carcass meat and bacon has been separately derived from unpublished information on the types of carcasses in production at various times during the period under review. The estimated total energy value of food supplies based on these factors is somewhat lower than that derived from factors compiled by the Food and Agriculture

Table I: Food supplies per head per annum moving into consumption in the United Kingdom

(lb. per head per annum)

	Pre-war	1961	1962	1963	1964 (provisional)
I. DAIRY PRODUCTS (excluding butter)	217·1	324·1	324·7	325·9	327·4
Liquid milk (pints per head per annum)	(168)	(252)	(252)	(253)	(254)
Cream (40% fat content)	1·5	1·6	1·7	2·0	2·3
Cheese	8·8	10·2	10·3	10·3	10·5
Evaporated milk, full cream, unsweetened	2·6	4·0	4·3	4·0	4·2
Condensed milk, full cream, sweetened	4·3	1·0	1·0	1·0	1·0
Condensed milk, machine skimmed	6·2	2·8	2·4	2·6	1·9
Dried whole milk	0·6	1·7	1·8	1·7	1·7
Dried skimmed milk	0·8	2·2	2·5	2·7	3·0
Milk in manufactured products not elsewhere specified	1·1	14·9	14·7	14·8	15·9
Total (as milk solids)	38·4	55·2	55·8	56·1	56·9
As percentage of pre-war	100	144	145	146	148
II. MEAT	53·2	47·9	49·0	51·5	44·2
Beef – bone in	1·7	1·5	2·3	1·7	3·4
Beef – bone out	25·2	25·2	24·6	23·4	23·5
Mutton and lamb	12·3	19·4	21·6	21·9	22·9
Pork	7·4	9·7	10·0	10·1	10·3
Offal	3·1	8·8	8·3	7·5	7·7
Canned meat (imported)	26·4	25·3	26·0	25·2	25·3
Bacon and ham	5·1	13·9	14·6	14·6	15·2
Poultry	3·7	0·6	0·6	0·5	0·6
Game and rabbits					
Total (edible weight)	116·4	126·9	130·9	130·3	127·7
As percentage of pre-war	100	109	112	112	110
III. FISH					
Fresh, frozen and cured (wet fillet equivalent)	21·8	17·5	17·7	16·7	17·6
Shell fish (edible weight)	0·9	0·7	0·7	0·8	0·8
Canned fish (imported)	3·5	2·1	3·2	2·6	3·3
Total (edible weight)	26·2	20·3	21·5	20·1	21·8
As percentage of pre-war	100	77	82	77	83
IV. EGGS	25·9	31·3	31·2	31·0	32·1
Shell eggs	(201)	(243)	(242)	(241)	(249)
(number per head per annum)	2·4	2·5	2·5	2·5	2·9
Egg products (shell egg equivalent)					
Total	28·3	33·9	33·7	33·5	35·1
As percentage of pre-war	100	117	119	118	124
V. OILS AND FATS (visible)	24·7	19·8	20·3	19·3	19·5
Butter	8·7	13·3	13·1	13·5	13·4
Margarine (gross)	8·7	12·4	11·3	11·1	10·2
(net) (a)	9·3	12·0	13·1	14·1	14·5
Lard and compound cooking fat	10·0	10·9	10·9	11·2	11·3
Other edible oils and fats					
Total (fat content)	47·1	49·6	50·2	50·5	50·4
As percentage of pre-war	100	105	107	107	107
VI. SUGAR AND SYRUPS	100·6	115·2	112·6	112·6	109·2
Sugar (refined) (b) (gross)	90·9	106·4	104·6	103·4	100·8
(net)	0·4	0·7	0·7	0·6	0·7
Honey	6·7	7·6	7·8	8·3	8·5
Glucose					
Total sugar content (gross)	106·4	121·9	119·5	119·9	116·6
(net)	95·8	112·9	111·3	110·6	108·1
As percentage of pre-war (gross)	100	115	112	113	110
(net)	100	118	116	115	114
VII. POTATOES	190·0	227·1	213·6	229·0	226·4
As percentage of pre-war (c)	100	119	112	119	119
VIII. PULSES AND NUTS					
Edible pulses	7·4	6·3	8·0	9·2	7·5
Edible nuts	2·1	3·7	4·5	4·1	4·3
Total	9·5	10·0	12·5	13·3	11·8
As percentage of pre-war	100	105	132	140	124
IX. FRUIT					
Fresh citrus fruit	28·5	19·8	20·1	18·1	20·5
Other fresh fruit	50·0	49·9	52·0	53·4	52·2
Canned fruit	10·3	17·9	18·8	18·8	19·7
Fruit juices (in natural strength)	1·0	4·5	3·9	3·8	4·9
Fruit pulp (imported)	3·7(d)	1·4	1·4	1·7	1·2
Dried fruit	8·0	5·7	6·9	6·3	5·8
Total (fresh equivalent)	124·0	116·9	123·8	121·1	122·5
As percentage of pre-war	100	94	100	98	99
X. VEGETABLES					
Fresh tomatoes	10·4	15·0	13·9	13·1	14·1
Canned tomatoes (including juice and puree)	2·0	5·1	5·4	5·5	5·3
Cabbage and greens	46·6	36·4	35·5	30·0	35·5
Leafy salads	3·1	4·6	4·2	4·3	4·6
Carrots	8·9	11·2	10·6	11·3	11·8
Fresh legumes	9·3	14·8	15·6	16·3	15·2
Other fresh vegetables	37·0	26·0	26·8	28·7	28·9
Other canned vegetables (e)	2·0	6·5	7·4	8·1	7·6
Total (fresh equivalent)	120·4	122·2	122·1	120·1	125·7
As percentage of pre-war	100	101	101	100	104
XI. GRAIN PRODUCTS	194·5	164·8	161·4	162·7	157·1
Flour	0·7	0·7	0·7	0·7	0·7
Barley products	5·4	3·3	3·3	3·4	3·1
Oat products	0·3	0·3	0·3	0·3	0·3
Rye products	1·8	4·8	5·0	5·4	5·6
Breakfast cereals	4·4	2·9	3·4	3·1	3·1
Rice	3·0	2·6	3·0	3·9	4·3
Starch and other farinaceous foods					
Total	210·1	179·4	177·1	179·5	174·2
As percentage of pre-war	100	85	84	85	83
XII. OTHER	9·3	9·9	9·4	9·5	9·2
Tea	0·7	2·1	2·7	2·9	2·6
Coffee	1·2	1·1	1·2	1·3	1·2
Cocoa powder					

(a) Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter and lard).

(b) Figures allow for sugar in imported and exported manufactured foods. The gross figures measure total human consumption, from which is deducted usage for brewing and distilling and products covered elsewhere in the table to arrive at a net figure for the calculation of calories and nutrients.

(c) The pre-war estimate is only an approximate figure. Pre-war consumer surveys suggest that average consumption may have been about 200 lb. per head per annum.

(d) Includes home produced fruit pulp.

(e) Excludes canned pulses.

Organization, which are used in the food consumption tables published by the Organization for Economic Co-operation and Development. To facilitate international comparisons, alternative estimates of energy value based on the FAO factors are given at the foot of Table III.

In terms of energy value, food supplies moving into consumption in 1964 are provisionally estimated at 3,170 calories per head per day, compared with 3,200 in 1963, the slight fall being due mainly to reductions in consumption of beef, sugar and flour.

Consumption of both liquid milk and total milk increased again during 1964. The upward trend in consumption of cream has been maintained; some revision in the method of assessing the fat content of imported cream has necessitated minor alterations to earlier figures. The decline in beef consumption reflects the shortage of supplies; it was partly offset by increases in the consumption of other meats, including pork, poultry and imported canned meat. A re-classification of the use of pigmeat between pork and bacon has resulted in amended estimates for the pre-war period.

The downward trend in the consumption of fresh fish appears to have been arrested, consumption in 1964 being at about the same level as in 1961 and 1962. Shell eggs and egg products reached last year the highest level of consumption so far recorded, being some 24 per cent above the pre-war level. Despite a small rise, butter consumption remained below the levels reached in 1961 and 1962. The fall in supplies of fresh citrus fruit and in fruit juices noted in 1963 has been reversed, and consumption for 1964 was above the 1962 level. The consumption of vegetables, particularly cabbage and greens, was also greater than in the previous year; supplies of edible pulses, however, fell to their lowest level since 1961.

The continuing decline in grain products was most marked in flour and bread; there were small increases in consumption of breakfast cereals and starch and other farinaceous foods.

Table II: Summary of the main food groups from Table I

(lb. per head per annum)

	Pre-war	1961	1962	1963	1964 (provisional)
Dairy products (excluding butter) (as milk solids)	38·4	55·2	55·8	56·1	56·9
Meat (including canned meat, bacon and ham) (as edible weight)	(a)116·4	126·9	130·9	130·3	127·7
Fish (as edible weight)	26·2	20·3	21·5	20·1	21·8
Eggs and egg products (shell egg equivalent)	28·3	33·9	33·7	33·5	35·1
Oils and fats (visible) (fat content)	47·1	49·6	50·2	50·5	50·4
Sugar and syrups (sugar content) (gross)	106·4	121·9	119·5	119·9	116·6
Potatoes	190·0	227·1	213·6	229·0	226·4
Pulses and nuts	9·5	10·0	12·5	13·3	11·8
Fruit (fresh equivalent)	124·0	116·9	123·8	121·1	122·5
Vegetables (fresh equivalent)	120·4	122·2	122·1	120·1	125·7
Grain products	210·1	179·4	177·1	179·6	174·2
Tea	9·3	9·9	9·4	9·5	9·2

(a) Revised estimate.

Table III: Nutrient equivalent of supplies per head per day moving into consumption in the UK

		Pre-war	1961	1962	1963	1964 (provisional)
Protein:						
Animal	g.	43·1	51·3	52·3	51·9	52·2
Vegetable	g.	36·0	34·7	34·9	35·4	35·1
Total	g.	79·1	86·0	87·2	87·3	87·3
Fat from all sources	g.	131·3	140·5	143·8	143·7	143·4
Carbohydrate	g.	414	415	411	417	409
Calcium	mg.	696	1,114	1,121	1,116	1,125
Iron	mg.	13·0	15·7	16·6	15·9	15·6
Vitamin A	i.u.	3,690	4,620	4,640	4,650	4,800
Ascorbic acid	mg.	96	97	97	98	105
Thiamine	mg.	1·30	1·76	1·80	1·83	1·83
Riboflavin	mg.	1·59	1·88	1·91	1·91	1·96
Nicotinic acid	mg.	13·2	16·4	16·7	17·0	16·9
Energy value – Calories		3,050 (a)	3,160	3,180	3,200	3,170
Energy value – Calories (calculated on FAO factors)		3,110 (a)	3,240	3,270	3,290	3,260

(a) Revised estimate.

Table IV: Percentage of total calorie intake derived from certain food groups

	Pre-war	1961	1962	1963	1964 (provisional)
Dairy products (excluding butter)	9	12	12	12	12
Meat (including canned meat and bacon)	17	16	17	16	16
Oils and fats (including butter)	17	18	18	18	18
Sugar and syrups	15	17	17	17	17
Potatoes	5	5	5	5	5
Grain products	30	25	24	25	24
Other foods	7	7	7	7	8
Total	100	100	100	100	100

Table V: Nutrient and calorie intake per head per day as percentage of pre-war levels

	Pre-war	1961	1962	1963	1964 (provisional)
Calories	100	104	104	105	104
Protein – Animal	100	119	121	120	121
,, – Vegetable	100	96	97	98	98
,, – Total	100	109	110	110	110
Fat from all sources	100	107	110	109	109
Carbohydrate	100	100	99	100	99

Source: Ministry of Agriculture, Fisheries and Food

*R. A. McCance and E. M. Widdowson, Medical Research Council, Special Report Series No. 297 (Third revised edition of Special Report No. 235), HM Stationery Office, 1960.

Orders in the textile and clothing industries

THE ESTIMATED VOLUME of orders-on-hand in the grouped textile and clothing industries at the end of June 1965 was 3 per cent more than at the end of May. The rate of deliveries in June 1965 was 2 per cent less than in June 1964, though this comparison may be affected by the changing date of Whitsun which occurred in June this year. If May and June are taken together, the rate of deliveries was 2 per cent more than last year. The rate of receipt of net new orders in June was 13 per cent more than in the same month last year.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1964 1st quarter	121	103	99
2nd quarter	124	100	97
3rd quarter	113	82	93
4th quarter	124	113	102
1965 1st quarter*	121	95	99
2nd quarter*	127	103	98
1964 April	123	105	101
May	126	104	96
June	124	90	95
1965 April*	123	103	97
May*	123	103	102
June*	127	102	93

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
* Provisional.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in June was 9 per cent less than in June 1964; this comparison may be affected, however, by the changing incidence of Whitsun which last year fell in May. If the two months May and June 1965 are taken together the volume of production in the wool textile industry was 2 per cent less than in the corresponding period last year.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding

blankets) were 3 per cent more and 1 per cent less respectively, compared with June 1964. The rate of production of tops was 5 per cent less.

The total value of manufactures of the wool textile industry exported in the second quarter of 1965 was £30.5 million, 17 per cent less than the high figure for the same quarter of 1964, but 2 per cent more than in the previous quarter. Compared with the second quarter of 1964 the values of tops, yarns and woven fabrics exported were 41, 17 and 1 per cent less respectively.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets)(*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1964 1st quarter	117·9	77·9	84·0	61·9	41·9	39·1	8·4
2nd quarter	110·1	70·4	83·0	59·5	45·6	37·1	6·8
3rd quarter	92·1	57·7	74·5	52·8	44·4	32·9	7·7
4th quarter	98·1	59·3	84·5	59·1	45·2	39·2	10·0
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
1964 April	39·8	25·9	29·1	20·7	14·2	12·8	2·1
May	33·8	21·2	25·6	18·8	14·5	11·4	2·0
June	36·5	23·3	28·6	20·0	16·9	12·9	2·6
1965 April	34·0	20·4	27·4	17·8	12·9	11·5	2·2
May	35·6	22·4	28·4	19·4	15·0	12·5	2·1
June	32·9	20·1	27·1	18·7	15·3	11·3	2·3

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of the products of the wool textile industry

Quarters or quarterly averages

	Wool tops		Yarns (*a*)		Woven fabrics		Other products of the wool textile industry (*b*)	Total
	£ m.	Mn. lb.	£ m.	Mn. lb.	£ m.	Mn. sq. yds.	£ m.	£ m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	..	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	..	1·03	32·95
1963:								
1st qtr.	11·08	26·33	5·22	8·45	15·19	..	0·63	32·11
2nd qtr.	12·26	28·21	5·20	8·61	15·53	..	0·63	33·62
3rd qtr.	9·85	21·38	5·00	7·86	16·85	..	0·79	32·49
4th qtr.	9·63	20·10	5·85	8·96	16·21	..	0·96	32·65
1964:								
1st qtr.	10·48	21·20	5·66	8·58	15·95	..	0·97	33·07
2nd qtr.	12·11	23·25	6·05	8·85	17·47	..	1·03	36·66
3rd qtr.	7·60	14·74	4·92	6·96	16·64	..	1·04	30·20
4th qtr.	8·19	15·96	5·46	7·73	17·17	..	1·07	31·89
1965:								
1st qtr.	7·72	16·41	5·40	7·82	15·79	..	1·06	29·97
2nd qtr.	7·09	15·87	5·00	7·54	17·32	..	1·10	30·51

(*a*) Including alpaca, mohair and cashmere yarns and woollen and worsted yarns of hair and wool, n.e.s.

(*b*) Including animal hair carded or combed, felts (wholly or partly of wool), blankets, travelling rugs and other manufactures of the woollen and worsted industry. Carpets, garments, smallwares and knitted, etc., fabrics are excluded.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in June showed a decrease of 4 per cent on a year earlier, this was due to the Whitsun holiday falling in June this year, whereas in 1964 it took place in May. This decrease compares with increases of 6 per cent in May and 2 per cent in April. For the second quarter as a whole, sales were 2 per cent up on the

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corresponding period last year, following a drop of 1 per cent in the first quarter.

The value of stocks at the end of June was 2 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
1964 June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	June 1965	January 1 to June 30	June 1965
Women's knitted outerwear, blouses and skirts	100·4	108·2	113·7
Women's coats, costumes, furs and raincoats	89·3	97·3	91·0
Women's underwear	93·0	98·7	109·3
Women's hose and children's socks	89·1	87·7	100·1
Women's millinery	105·2	106·8	97·2
Haberdashery, ribbons and wool	115·6	100·5	77·5
Children's wear	93·7	102·4	104·3
Men's and boys' shirts, pyjamas and outfitting	89·7	94·2	101·3
Gloves	126·9	91·4	128·9
Piece-goods and nets	114·6	110·4	90·6
Household textiles	98·2	97·2	95·3
Floor-coverings, furniture and hardware	92·9	97·5	100·5
Grand total (a)	96·2	100·2	101·5

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

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Production in the cotton industry

THE VOLUME of production in the cotton industry in June was 2 per cent less than in June 1964. This comparison could be affected by the changing date of Whitsun which fell in May last year: taking May and June together, the volume of production was 1 per cent more than last year.

Statistics issued by the Cotton Board show that in the period January-June 1965 the output of single yarn was at much the same level as in the same period last year. Both the amount of yarn doubled and the yardage of cloth woven were 2 per cent more.

(*All figures are weekly averages*)

	Single yarn (a)		Doubled yarn		Woven Cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1964 June*	8·14	2·35	2·26	2·05	20·3	11·5
July	8·15	2·14	2·26	2·09	12·2	8·1
August	9·70	2·84	2·36	2·19	20·1	11·3
September*	9·63	2·79	2·56	2·31	19·2	11·6
October	10·37	3·14	2·76	2·49	20·9	12·6
November	10·35	3·19	2·83	2·50	21·2	12·8
December*	8·96	2·70	2·51	2·11	18·1	11·0
1965 January	10·17	3·09	2·82	2·43	20·7	12·6
February	10·32	3·10	2·84	2·46	21·3	12·8
March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks . †53-week period.

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Address for correspondence: *Information Department, British Embassy,* 1 *Ichibancho, Chiyoda-ku, Tokyo, Japan. All correspondence should be by air mail.*

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, August 13, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 26: *Cricket on Test*	Br/E 30578	9	August 9	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Darling	Br/E 30580	127	August 11	Warner-Pathe Distributors Ltd.	Appia Films Ltd.
The Hidden Face	Br/E 30581	28	August 11	" "	Merton Park Productions Ltd.
How to Undress in Public Without Undue Embarrassment	Br/E 30595	51	August 12	Monarch Film Corporation Ltd.	Welbeck Film Distributors Ltd.
Movietone News 1887A	Br/E 30382	8	August 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1888	Br/E 30383	8	August 13	" "	" "
Pathe News 65-64	Br/E 30462	7	August 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 65-65	Br/E 30463	8	August 13	" "	" "
			FOREIGN		
Massacre at Fort Grant	F 30574	84	August 9	Butcher's Film Distributors Ltd.	Societa Europa Cinematografica SRL, Rome
Coplan Agent 005	F 30575	98	August 9	E. J. Fancey Productions Ltd.	Cinephonic-Da-Ma Films, Rome, and Cibelux, Brussels
The Outrage	F 30576	96	August 9	Metro-Goldwyn-Mayer Pictures Ltd.	KHF Productions Inc.
Hands of a Killer	F 30577	67	August 9	New Realm Pictures Ltd.	Wanguard Film-PC Produzione Cinematografica, Rome, and Comptoir Francais du Film, Paris
Search for Venus	F 30579	62	August 11	Miracle Films Ltd.	Advent Films Inc.
Trader Tom of the Seven Seas: *Ep. 1. Sea Saboteurs*	F 30582	19	August 12	New Realm Pictures Ltd.	Republic Pictures Corporation
Ep. 2. Death Takes the Deck	F 30583	13	August 12	" "	" "
Ep. 3. Five Fathoms Down	F 30584	13	August 12	" "	" "
Ep. 4. On Target	F 30585	13	August 12	" "	" "
Ep. 5. The Fire Ship	F 30586	12	August 12	" "	" "
Ep. 6. Collision	F 30587	13	August 12	" "	" "
Ep. 7. War in the Hills	F 30588	13	August 12	" "	" "
Ep. 8. Native Execution	F 30589	13	August 12	" "	" "
Ep. 9. Mass Attack	F 30590	13	August 12	" "	" "
Ep. 10. Machine Murder	F 30591	13	August 12	" "	" "
Ep. 11. Under Water Ambush	F 30592	13	August 12	" "	" "
Ep. 12. Twisted Vengeance	F 30593	13	August 12	" "	" "
The Tattooed Police Horse	F 30594	48	August 12	Walt Disney Productions Ltd.	Walt Disney Productions

AMENDMENTS TO THE REGISTER:
The playing time of the film 'The Incredible Mr. Limpet' (F 29496) registered on June 10, 1964, has been amended to 72 minutes.
The particulars of the film 'Warrior's Rest' (F 28174) registered on February 8, 1963, have been amended to provide the additional title 'Le Repos du Guerrier'.
NOTE:
The particulars of the film 'The Battle of Austerlitz' (F 30146) registered on February 25, 1965, have been corrected to include the additional makers: Compagnie Francaise de Production Internationale, Paris, and Dubrava-Film, Zagreb, Yugoslavia.

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Metal working machine tools–May 1965

ACCORDING TO FIGURES collected by the Board of Trade on their behalf, the Ministry of Technology suggest that the rate of new ordering for machine tools from overseas may now be resuming its upward trend after declining since the end of last year. Seasonally adjusted, new export orders in the three months March to May were 10 per cent higher than in the three months December to February. On the home market however net new orders received during March to May were 15 per cent below the high level at the turn of the year.

Despite a further recovery, on a seasonally adjusted basis, in May export deliveries for the latest three months were still almost 10 per cent less than in the preceding three months. Home deliveries fell back slightly in May from the high level of the months February to April indicating some slackening in the long term upward trend. As a result total deliveries now appear to be flattening off after rising for the last twelve months.

Order books for the home market continued to increase during May and now amount to about eight months deliveries at current rates of output. By total value they have increased by over 50 per cent since the beginning of 1964. Export orders on hand continue to show little change, also amounting to eight to nine months deliveries at current rates.

Description of the statistics

The current monthly figures shown on the attached tables are based on returns made to the Board of Trade by firms accounting for about 75 per cent of deliveries and include estimates for smaller

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the Journal. (*See page 448 of this issue.*)

TABLE I.
Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1962 1st quarter	32,525	8,536	23,989	111,008	31,514	79,494	26,617	7,962	18,654
2nd quarter	31,731	8,590	23,142	107,385	34,233	73,153	28,108	11,308	16,800
3rd quarter	30,934	8,935	21,999	99,721	35,735	63,986	23,270	10,438	12,833
4th quarter	31,982	9,410	22,572	88,266	34,691	53,576	20,527	8,366	12,161
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter*	35,356	10,887	24,469	89,370	27,795	61,575	38,153	9,155	28,998
2nd quarter									
3rd quarter									
4th quarter									
1964 January	10,343	3,317	7,027	70,222	28,909	41,313	11,540	3,069	8,471
February	9,847	3,326	6,521	71,615	28,325	43,289	11,240	2,742	8,498
March	11,281	3,580	7,701	70,949	27,658	43,292	10,615	2,912	7,703
April	9,440	3,080	6,361	72,429	27,637	44,793	10,921	3,059	7,862
May	9,060	2,679	6,381	72,877	27,931	44,947	9,508	2,973	6,535
June	9,517	2,766	6,751	74,848	28,941	45,907	11,487	3,776	7,711
July	9,192	2,403	6,789	78,342	29,433	48,909	12,686	2,895	9,791
August	8,457	2,403	6,055	79,439	29,887	49,552	9,554	2,856	6,698
September	11,149	3,314	7,835	81,307	30,176	51,131	13,017	3,603	9,415
October	10,519	3,428	7,090	83,483	30,538	52,945	12,694	3,791	8,904
November	10,892	3,271	7,621	85,454	30,507	54,946	12,863	3,240	9,622
December	12,012	4,236	7,776	86,573	29,527	57,046	13,132	3,256	9,875
1965 January*	10,669	3,490	7,179	90,036	29,197	60,840	14,132	3,160	10,972
February*	11,692	3,655	8,038	90,045	28,204	61,841	11,701	2,662	9,039
March*	12,995	3,742	9,253	89,370	27,795	61,575	12,319	3,333	8,986
April*	10,070	2,943	7,127	90,988	28,248	62,740	11,687	3,396	8,291
May*	11,441	3,461	7,980	92,580	28,912	63,668	13,033	4,125	8,908
June									
July									
August									
September									
October									
November									
December									
January-May 1964	49,972	15,980	33,991	72,877	27,931	44,947	53,823	14,755	39,069
January-May 1965	56,867	17,291	39,575	92,580	28,912	63,668	62,873	16,676	46,197
Percentage change	+14	+8	+16	+27	+4	+42	+17	+13	+18

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.

REGIONAL HELP FOR EXPORTERS

The services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of HM Government, The Controller and his staff will give you all possible help in your efforts to sell your goods overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 229 of July 30 issue.

firms making quarterly returns only. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools, details of which are published in the Board of Trade's *Business Monitor*, page 64.

To assist in the interpretation of trends in the metal working machine tools industry the figures are also published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflect the effects of factors that do not recur regularly. Moreover the seasonal pattern may be changing. The month-to-month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year, as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the industry. The comments on recent trends given above relate to the seasonally adjusted series.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend; the month-to-month fluctuations are particularly marked in the case of the derived net new order series. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Patents endorsed 'Licences of Right'

UNDER SECTION 36(1) of the Patents Act, 1949, the endorsement 'Licences of Right' on the undermentioned Patent was cancelled on July 30, 1965.

NUMBER	GRANTEE	SUBJECT MATTER
908,092	Glaverbel, S.A.	Apparatus for cutting sheet glass.

GORDON GRANT,
Comptroller-General.

Patent Office.

TABLE 2.
Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,299	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,701	88,995	34,461	54,534	98,109	37,963	60,146
1963	114,162	39,188	74,974	69,625	28,960	40,665	94,792	33,687	61,105
1964	121,709	37,801	83,908	87,532	29,322	58,210	139,616	38,163	101,453
1962 1st quarter	30,862	7,991	22,871	113,021	32,827	80,194	25,825	8,849	16,976
2nd quarter	32,427	9,290	23,137	107,196	34,416	72,780	26,602	10,879	15,723
3rd quarter	32,061	8,965	23,096	98,912	34,606	64,306	23,777	9,155	14,622
4th quarter	31,822	9,225	22,597	88,995	34,461	54,534	21,905	9,080	12,825
1963 1st quarter	30,218	9,987	20,231	80,898	32,980	47,918	22,121	8,506	13,615
2nd quarter	28,850	10,107	18,743	74,393	30,419	43,974	22,345	7,546	14,799
3rd quarter	27,742	9,672	18,070	69,722	29,285	40,437	23,071	8,538	14,533
4th quarter	27,352	9,422	17,930	69,625	28,960	40,665	27,255	9,097	18,158
1964 1st quarter	29,940	9,565	20,375	72,766	28,992	43,774	35,081	9,597	23,484
2nd quarter	28,652	9,219	19,433	74,629	29,086	45,543	30,515	9,313	21,202
3rd quarter	29,931	8,253	21,678	80,771	29,071	51,700	36,073	8,238	27,835
4th quarter	33,186	10,764	22,422	87,532	29,322	58,210	39,947	11,015	28,932
1965 1st quarter*	33,624	10,190	23,434	91,395	29,135	62,260	37,488	10,004	27,484
2nd quarter									
3rd quarter									
4th quarter									
1964 January	10,713	3,392	7,321	70,509	29,113	41,396	11,597	3,545	8,052
February	9,625	3,162	6,463	72,109	28,992	43,117	11,225	3,041	8,184
March	9,602	3,011	6,591	72,766	28,992	43,774	10,259	3,011	7,248
April	10,516	3,469	7,047	73,093	28,699	44,394	10,843	3,176	7,667
May	8,851	2,779	6,072	73,312	28,677	44,635	9,070	2,757	6,313
June	9,285	2,971	6,314	74,629	29,086	45,543	10,602	3,380	7,222
July	8,931	2,295	6,636	77,701	28,743	48,958	12,003	1,952	10,051
August	10,206	2,861	7,345	77,366	28,738	48,628	9,871	2,856	7,015
September	10,794	3,097	7,697	80,771	29,071	51,700	14,199	3,430	10,769
October	10,724	3,345	7,379	82,861	29,969	52,892	12,814	4,243	8,571
November	10,890	3,411	7,479	85,223	30,056	55,167	13,252	3,498	9,754
December	11,572	4,008	7,564	87,532	29,322	58,210	13,881	3,274	10,607
1965 January*	11,071	3,569	7,502	90,365	29,403	60,962	13,904	3,650	10,254
February*	11,464	3,474	7,990	90,463	28,868	61,595	11,563	2,940	8,623
March*	11,090	3,147	7,943	91,395	29,135	62,260	12,022	3,414	8,608
April*	11,233	3,314	7,919	91,514	29,333	62,180	11,352	3,512	7,839
May*	11,205	3,590	7,615	92,909	29,684	63,225	12,600	3,941	8,660
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months	11,176	3,350	7,826	..	..	..	11,991	3,622	8,369
Average of the previous 3 months	11,369	3,684	7,685	..	..	..	13,116	3,288	9,828
Percentage change	—2	—9	+2				—9	+10	—15

*Provisional.
(1) See footnote (1) to Table 1.
(2) Figures derived from the seasonally adjusted deliveries series and from changes in seasonally adjusted orders on hand in the period.

Protective Duties 1963

An account published under the authority of H.M. Customs and Excise, showing for each item of the Nomenclature Customs Tariff (Part 3 of H.M. Customs and Excise Tariff) the total quantity, or total value, of goods delivered for home use in the United Kingdom on payment of protective duties, and the duty paid. Protective duties comprise Import Duties as defined in Part 3 of the Tariff, and Anti-Dumping Duties. Full Tariff descriptions are given and the figures cover deliveries both from ship's side and from bonded warehouse, and are adjusted in respect of overpayments. Separate figures are given for goods delivered at the Full, EFTA and Commonwealth Preferential rates of duty and for goods delivered free of duty under EFTA or Commonwealth Preference. **£4** (*by post £4 0s. 11d.*)

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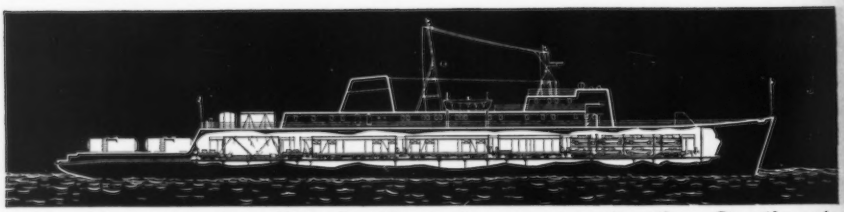

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Exhibitions and Fairs

Plans for British Week in Milan 'in top gear'

MR. R. E. JONES, chief information officer at the British Consulate in Milan, who will be in charge of press arrangements for the British Week in Milan (October 9-17), was among spokesmen from the Export Council for Europe, the Board of Trade and the British Consulate, at a press conference in London on August 11.

The press were told that with just over two months to go before Mr. Douglas Jay, President of the Board of Trade, officially opens the British Week in Milan on October 9, preparations both in Italy and in this country are moving into top gear. Shops and stores in Milan are getting ready to stock and sell British goods and in Britain manufacturers are finalizing their plans for a hard sell in the Italian market.

HRH The Duke of Edinburgh will be making an official visit to this fourth new-style British Week organized by the Export Council for Europe in co-operation with the Board of Trade.

Supporting events will include military tattoos, Association and Rugby football matches, an Anglo-Italian athletics contest, tennis tournaments and horse racing, besides fashion shows and performances by the Royal Ballet. A British show-house ('Casa Inglese') will be furnished and equipped entirely with British products, most of which will also be on sales in the shops. There will also be a City of London Pavilion and a British pub.

All these will form part of the spectacular backdrop to a massive display of British consumer goods for direct retail sale in Milan, trade centre of northern Italy and commercial key to the Italian market.

The success of the Week will ultimately rest on the efforts of British exporters who in the past few months have been selling-in their products to the 2,500 shops and stores in the target areas of Milan, and arranging promotions, displays and demonstrations in co-operation with their agents and stockists.

Among firms who have already announced their plans for promotions or intentions of direct participation are many who are utilizing the strong pro-British and 'buy British' atmosphere generated by the Week to sell to Italy for the first time.

La Rinascente, Milan's largest department store with premises at the side of the Piazzo Duomo, the centre of the target area, are wholeheartedly behind the promotion. Every floor in the store will carry displays of British goods, many of them specially purchased and many of them entirely new imports.

A central feature will be the miniature Design Centre display where 150 of the 400 items being shown by the Council of Industrial Design in their official exhibition in the Palazzo Reale will be shown and stocked. La Rinascente will continue their display of British goods in their departments and windows for one month, both preceding the British Week period and extending beyond it.

Special travel arrangements

COPIES of a brochure describing special travel arrangements for British business visitors to the Milan British Week (October 9-17) may be obtained from:

Ambassador Travel Service,
205 Regent Street,
London, W.1.

This brochure gives details of 'an inclusive tour' at special favourable rates for British visitors. It also includes a reply card on which British businessmen can book hotel accommodation and air travel to Milan, as well as seats at such British Week occasions as the military tattoo and performances of the Royal Ballet at La Scala.

Every export service represented

AMONG THE many exhibitors who will be taking part in Britain's first Export Services Exhibition will be the Board of Trade, all of the 'big five' banks, in addition to a number of merchant banks, finance houses, the Port of London Authority and shipping and forwarding agencies. The exhibition, which will be held in the Empire Hall, Olympia, from September 27 to October 1, 1965, has been designed to provide a unique service for all exporters, whether large or small.

The organisers anticipate that the incorporation of every conceivable type of export service under one roof in London will be of special interest to top management visitors from all manufacturing industries, including export directors, export managers, sales directors and sales managers and all executives who are alive to the export opportunities which are so important to the country today.

The Institute of Export (President The Right Honourable Lord Tweedsmuir, CBE, LL.B), is co-operating with the organisers to mount a conference during the exhibition at which prominent members of the export services industry will present papers and participate in discussion panels which will aid potential exporters.

In addition to those concerned with finance, exhibitors will include the Board of Trade, ECGD, British Rail, British Road Services, the General Post Office, the British Harbour and Docks Board, export packing companies, warehousing services, shipping companies, air freight, packaging material, export merchants and buying houses, export houses, translation services and business travel services.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
United Kingdom . .	*Aug.* 6	*Nov.* 5
Outside Europe . .	*July* 2	*Oct.* 1
Europe . . .	*June* 4	*Sept.* 3

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia; 2783, France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East; 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

** indicates event which is held annually at approximately the time stated.*

† indicates event which is held alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on August 6, July 2 and June 4 respectively.

OUTSIDE EUROPE

Addition

CLEVELAND: INDUSTRIAL INSTITUTIONAL COMMERCIAL BUILDING EXPOSITION – March 21-24, 1966.

Apply, United Kingdom Agents, The Building Exhibition, 11 Manchester Square, London, W.1. (Tel. Hunter 1951.)

EUROPE

Amendments

The Zagreb International Autumn Fair will be held from September 9-19, 1965, and not September 4-19, 1965 as shown in the *Board of Trade Journal* of September 4, 1964 and subsequent issues.

Change of representation

COLOGNE: Messe und Ausstellungs GmbH.

As from September 1, 1965 the official representative in Great Britain will be:

Cologne International Trade Fairs,
H. E. Melsom, M.B.E.,
Room 229, Abbey House, London,
S.W.1. (Tel. Sullivan 2134.)

Additions

MALMO: 2ND INTERNATIONAL BOAT SHOW – January 21-30, 1966.

* Apply, AB Malmo Batutställning, Box 10, Kullanik/Gothenburg.

BERLIN: GERMAN INDUSTRIES EXHIBITION – October 5-16, 1966.

* Apply, Berliner-Ausstellungen, Berlin-Charlottenberg 9, Hammerskjold Platz 1-7.

Leipzig International Autumn Fair

Inquiries about the 1966 Leipzig International Autumn Fair should be addressed to the Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1 (Tel. Hyde Park 3111/2) and not to Exhibition Consultants Ltd., 11 Manchester Square, London, W.1, as was given in error in the *Board of Trade Journal* of August 13.

Overseas Trade and Exports

EMPHASIS ON EXPORTS

'How we "tapped" the market in more than 30 countries'

IT WAS THE need for an expendable non-drip tap that prompted Waddington and Duval to produce the first of the large family of plastic and rubber taps for industrial containers now marketed by the company. The original tap was designed for the four-gallon tins of Teepol detergent which the company distributed on behalf of the Shell Chemical Company. This product was exported to more than 30 countries and the interest the tap created abroad, together with the expansion made possible when the company was acquired by the Lindustries Group, encouraged them to undertake a special overseas sales drive.

That was in 1962. Since then, the company has raised its exports of taps and pourers to 35 per cent of output. This represents an important contribution to profits and is in fact equivalent to over £500 of turnover per employee.

The company began by advertising in the principal packaging trade papers and received in reply a considerable number of inquiries from abroad, notably from Europe and the United States. Consultations with the Board of Trade's Export Services Branch followed and attention was given to the high tariffs encountered in the developed Commonwealth countries (30 per cent in Australia, 32½ per cent in New Zealand). In the light of these initial findings, it was decided to make the first effort in Europe and executives of the company undertook a series of visits to the major European countries, including a particularly instructive visit to Sweden made with the Birmingham Chamber of Commerce Mission, which afforded numerous opportunities to talk informally with British and Swedish businessmen as well as Embassy and Consular officials.

Of a number of factors which emerged from this survey, perhaps the most important was that even such a simple product as this needed detailed explanation and that the best people to undertake the task were the company's own executives. Consequently, the firm undertakes most of its own selling through London-based staff, using local agents to look after routine inquiries – an arrangement which the company regards as perfectly feasible in the age of the jet aeroplane.

A market for the company's products was found to exist in each of the European countries visited, but some were immediately rendered uneconomic by high tariffs. For example, a universal pourer much admired in West Germany failed to compete with similar domestically produced fittings because of a 17·6 per cent duty, plus turnover tax payable on the cost of the goods plus duty and carriage. (It is hoped, however, to capture this business with an alternative, lower cost fitting.)

EFTA low tariffs helped

By contrast, the low tariffs experienced in the EFTA countries have helped to produce valuable and increasing business, particularly in Sweden and Switzerland. Not that the Common Market countries failed to yield orders: a market was found in both Germany and Holland and in Italy where the company's products have become more competitive despite a 16 per cent tariff. The toughest nut to crack has been France, says the firm, due to a high turnover tax of 25 per cent, superimposed on the cost of the goods plus a 22 per cent tariff, plus carriage.

Success in Europe did not blind the company to the possibilities in America and from the outset directors made a series of visits to the United States. The first major sale in America, however, arose from one of the company's advertisements. This featured the Minipourer being used with the Metal Box Company's giant beer can and led to an order for 1,500,000 of the pourers from the National Can Corporation Inc. A similar success was experienced with the Polybag Tape designed for use with the 'Bag-in-Box' container in which a plastic bag of liquid is housed in a rectangular cardboard box. The company has since received orders for several other taps of similar design.

At first, the cost of sales trips to America compared with similar excursions to Europe made the company wonder about their profitability. But it soon became clear that the expense was more than justified, and now the United States is probably the company's most important export market.

Use aircraft like buses

How Waddington and Duval views its overseas sales methods is best summed up by the company's sales director, Mrs. S. J. Russell, who says: 'British businessmen must be prepared to use aircraft like other people use buses. A two-day visit to New York should be no more intimidating to the sales executive than an overnight trip to Scotland.

'The telephone, too, has proved to be an indispensable exporting tool to us. Quite hard-boiled Californian businessmen are surprised and pleased to receive trans-Atlantic telephone calls in response to a letter, and £5 is a low price to pay for goodwill and interest. After all, no one would hesitate to spend £20 on sending a salesman from London to Glasgow.'

Mrs. Russell herself visited 11 countries last year and began this year with a two-week trip to South America.

From the outset, the company's staff were encouraged to take an interest in the campaign by displays of foreign leaflets and by being told in advance the destination of each consignment. In return, the enthusiasm thus engendered has helped the company to create a policy of what it calls 'instant response' to all demands and inquiries from customers.

This policy is aided by the company's factory being situated only a few miles from Heathrow Airport. Consignments are delivered there in company vehicles for onward transmission throughout the world in hours. Sometimes it is necessary to 'shop around' the airlines to secure an immediate passage, but the firm counts itself lucky compared with what it calls 'the plight of Midland companies relying on road deliveries to Heathrow and suffering delays of several days in airline transit sheds.'

Recent delays in the London Docks have led the company to make even greater use of air transport, despite some consignments ceasing to be profitable when the company has had to bear the excess cost of the alternative route.

Looking ahead, Waddington and Duval says that where exports are precluded by the height of the tariff wall, it may be possible to licence manufacture locally. Alternatively, a subsidiary operation in the Common Market, using parent company resources, might be launched.

BALL and ROLLER BEARINGS
CLAUDE RYE BEARINGS
895·921 FULHAM RD LONDON SW6
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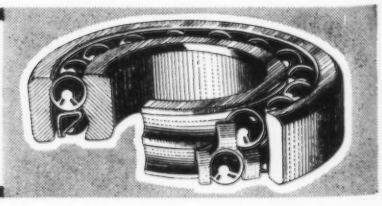

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Italy

ARRANGEMENTS HAVE been made between the United Kingdom and Italy to continue until June 30, 1966, the existing arrangements for the two items for which import quotas are still in force in Italy.

For gold and gold alloys, the quota remains at £90,000.

For gold manufactures, the quota has been increased to £25,000.

Licences will continue to be granted for the import into Italy of tetra-ethyl lead and anti-knock compounds based on tetra-ethyl lead.

Italy will as previously permit the export to Britain of at least 1,000 tons of argols, of which 200 tons may be in the form of wine lees.

Morocco and Japan

THE MOROCCAN *Bulletin Officiel* of July 7 announced the modification of the trade agreement of 1961 between Morocco and Japan. The period of validity of the current agreement remains at one year from December 24, 1964. Quota values are given only for Japanese exports.

Moroccan exports to Japan will include phosphates and other minerals, cork, olive oil and essential oils, pharmaceutical products, cotton, lorries, fruit juices, wines, and passenger cars. Japanese exports to Morocco include tea, fishing nets and twine, domestic sewing machines, photographic equipment, optical instruments, dry batteries of under 10 volts and photographic equipment.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Finland

THE MOROCCAN *Bulletin Officiel* of July 7 announced the renewal, for a further year from June 1, 1965, of the trade agreement of 1963 between Morocco and Finland. Quotas under the agreement are unchanged from the previous year but, again, only a few values are given.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Portugal

THE MOROCCAN *Bulletin Officiel* of July 7 announced the renewal, for a further year from May 1, 1965, of the trade agreement of 1961 between Morocco and Portugal. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Morocco and Yugoslavia

THE MOROCCAN *Bulletin Officiel* of July 7 announced the signing of an additional protocol to the trade agreement of 1961 between Morocco and Yugoslavia. It is valid for one year from February 7, 1965.

Yugoslav exports to Morocco will include iron and steel piping, telecommunication equipment, spare parts for domestic apparatus, timber, hops and plate glass. Moroccan exports to Yugoslavia are similar to previous years and include two or three increases in quota values.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

This Glasgow-built truck is being used by the United States Information Service in Israel as a mobile library for remote settlements. The truck, a 125 hp Leyland Group Clydesdale, carries 1,800 books, plus records and films. It is operated by the USIS Tel Aviv and travels on a pre-arranged monthly schedule to farm communities and co-operatives all over Israel.

Double Taxation Agreement — United Kingdom and Jamaica

AN ORDER in Council relating to the Double Taxation Agreement with Jamaica was made on August 3, 1965, and has now been published as Statutory Instrument 1965 No. 1537.

Amendment to the Consolidated List of Goods subject to Embargo for the Soviet Bloc and China

THE EMBARGO on reactors has been modified to make it possible for Bloc countries to obtain civil research and power reactors from the West under certain conditions. The most important of these is that the receiving country agrees to allow the International Atomic Energy Agency system of safeguards to apply.

The following amendment should be made to the list that was published in the *Board of Trade Journal* of June 12, 1964:

Group B

AE36. Add as a footnote

Note: The Export Licensing Branch will consider applications for licences for the export of civil research and power reactors to countries that support the International Atomic Energy Agency system of safeguards.

Inquiries about this amendment should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2735) or to the Atomic Energy Division, Ministry of Technology, Millbank Tower, Millbank, S.W.1. (Tel. Victoria 2255, Ext. 355).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Export Service Bulletin in which published.

ANGOLA

(160/65) Contractors Plant for Municipality of Luanda. (Further Information.) E.S.B. 27875/65.*

ARGENTINA

(161/65) Geophysical Model for Argentine National Directorate of Port Constructions. October 20. E.S.B. 29500/65.

AUSTRALIA

(161/65) Cables for Electricity Trust of South Australia. September 23. E.S.B. 29488/65.

Department of Supply, Melbourne:

(161/65) Power Press. September 2. E.S.B. 29445/65.*

(161/65) Power Press. September 2. E.S.B. 29444/65.*

State Electricity Commission of Victoria:

(161/65) Transmission Line Equipment. November 1. E.S.B. 29454/65.*

(161/65) Cables. October 25. E.S.B. 29455/65.*

(161/65) Silos for S.A. Co-operative Bulk Handling Ltd. September 2. E.S.B. 29487/65.

(161/65) Diesel-Electric Locomotives for Victorian Railways. September 1. E.S.B. 29443/65.*

(161/65) Ring Road Project for Western Australia Main Roads Department. September 10. E.S.B. 5583/64.

OPENING OF £6 MILLION CAIRO SOUTH POWER STATION EXTENSION

Sir George Middleton (left), British Ambassador in Cairo, with Mr. Aly Omar Demerdash, Chairman of the Egyptian Central Generating and Transmission Board, at the formal opening last month of the new extension to the Cairo South Power Station by HE Dr. Aziz Sidqi, Deputy Prime Minister of the UAR and Minister of Mining, Petroleum and Industries. The £6 million comprehensive contract, said to be the largest single contract of its kind ever taken by British industry in the Middle East, was awarded to The English Electric Company Limited.

BURMA

Electrical Stores Corporation:

(156/65) Telephone Switchboard. September 11. E.S.B. 28941/65.*

(156/65) Electrical Equipment. September 11. E.S.B. 28942/65.*

(156/65) Bolts. September 14. E.S.B. 28948/65.*

(156/65) Cable. September 14. E.S.B. 28956/65.*

(156/65) Vacuum Cleaners. September 14. E.S.B. 28958/65.*

(158/65) Welding Sets; Pumps; Air Compressors. September 10. E.S.B. 28943/65.*

(158/65) Transformers. September 14. E.S.B. 28949/65.*

(158/65) Measuring and Testing Instruments. September 14. E.S.B. 28957/65.*

(162/65) Underground Telephone System. September 16. E.S.B. 29614/65.*

(162/65) Soldering Guns; Drill. September 16. E.S.B. 29612/65.*

(162/65) Arc Welding Transformer. September 16. E.S.B. 29613/65.*

(162/65) Electrical Equipment. September 15. Tender documents now available for loan. E.S.B. 29611/65.*

People's Stores Corporation:

(158/65) Chemicals. September 28. E.S.B. 28955/65.*

(162/65) Steel Scrap. September 30. E.S.B. 29575/65.*

Union of Burma Railway Board:

(162/65) Machine Tools; Vehicles; Cranes. (Further Information.) Tender documents now available. E.S.B. 26659/65.*

(162/65) Rubber Washers. September 1. E.S.B. 29581/65.*

CANADA

(158/65) Cranes for British Columbia Hydro and Power Authority. October 5. E.S.B. 29101/65.

CEYLON

(160/65) Leather Cloth for Ceylon Transport Board. (Further Information.) Tender documents now available. E.S.B. 28418/65.*

(160/65) Water Treatment Chemicals for Department of Water Supply and Drainage. (Further Information.) Tender documents now available. E.S.B. 28419/65.*

(162/65) Vehicle Chassis for Ministry of Agriculture and Food. (Further Information.) Tender documents now available. E.S.B. 28416/65.*

(159/65) Green Drill for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 26971/65.*

Ministry of Health:

(159/65) Pharmaceuticals. (Further Information.) Closing date October 12. Tender documents now available. E.S.B. 26684/65.*

(162/65) Vitamins. (Further Information.) E.S.B. 24286/65.*

(160/65) Wood Preservative for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 28417/65.*

(159/65) Contractors Plant for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 28426/65.*

DEMOCRATIC REPUBLIC OF THE CONGO

Ministry of Public Works:

(158/65) Chains and Accessories. September 20. Tender documents (in French) now available. E.S.B. 28629/65.*

No. 9 of a series

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(161/65) Light Reflecting Material. September 29. Tender documents (in French) now available. E.S.B. 29701/65.*

COSTA RICA

(161/65) Stationers Sundries for El Instituto Costarricense de Electricidad. September 1. E.S.B. 29468/65.*
(161/65) Railway Trucks for La Proveeduria del Ferrocarril Electrico al Pacifico. Closing date postponed until September 9. (Further Information.) E.S.B. 26640/65.

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(161/65) Motors. September 4. E.S.B. 29579/65.
(162/65) Plywood. September 8. E.S.B. 29717/65.
(160/65) Copper Conductors. September 7. E.S.B. 29185/65.
(160/65) Power Station for U.A.R. Electricity General Authority. September 15. E.S.B. 29183/65.*
(162/65) Steel for Mechanical and Electrical Engineering Department. September 13. E.S.B. 29711/65.

EL SALVADOR

(161/65) Pump for La Proveeduria General de la Republica. September 10. E.S.B. 29436/65.*
Administration Nacional de Telecommunications:
(156/65) Telephone Exchanges and Equipment. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 27273/65.*
(156/65) Telephone Equipment. (Further Information.) Tender documents and drawings (in Spanish) now available. E.S.B. 27272/65.*

ETHIOPIA

Imperial Board of Telecommunications:
(161/65) Vehicle Batteries. September 6. E.S.B. 29494/65.*
(156/65) Tyres and Tubes. September 13. E.S.B. 28965/65.*

FORMOSA

Central Trust of China:
(158/65) Chemical. September 3. E.S.B. 28982/65.*
(160/65) Yeast Filter Press. September 10. E.S.B. 29422/65.*
(160/65) Laboratory Equipment. September 4. E.S.B. 29420/65.*
(158/65) Steel Pipe. September 6. E.S.B. 28988/65.*
(158/65) Chemical. September 4. E.S.B. 28989/65.*
(158/65) Axle Steel. September 7. E.S.B. 28991/65.*
(158/65) Alumina. September 5. E.S.B. 28993/65.*
(158/65) Chemical. September 2. E.S.B. 28985/65.*
(158/65) Lump Sulphur. September 2. E.S.B. 28980/65.*
(161/65) Tear Tape. September 6. E.S.B. 29421/65.*
(161/65) Welding and X-Ray Equipment. September 4. E.S.B. 29423/65.*
(161/65) Drill Pipe and Casing Protectors. September 11. E.S.B. 29425/65.*
(161/65) Gas Flow Measuring Instrument. September 9. E.S.B. 29426/65.*
(161/65) Vacuum Tubes and Transistors. September 10. E.S.B. 29430/65.*
(158/65) Mining Machinery Parts. September 6. E.S.B. 28994/65.*
(158/65) Spotting Strips for Cork Discs. September 3. E.S.B. 28981/65.*
(158/65) V.H.F. Radio Equipment. September 3. E.S.B. 28986/65.*
(158/65) Ammonia Reciprocating Compressor. September 3. E.S.B. 28987/65.*
(161/65) Locomotives. October 4. E.S.B. 29434/65.*
(161/65) Side-Loaders. November 3. E.S.B. 29429/65.*
(162/65) Welding Accessories. September 7. E.S.B. 29481/65.*
(161/65) Silica Gel. September 14. E.S.B. 29428/65.*
(158/65) Chemical. September 3. E.S.B. 28983/65.*
(158/65) Chemical. September 4. E.S.B. 28984/65.
(158/65) Chemical. September 3. E.S.B. 28990/65.
(158/65) Pipes and Fittings. September 3. E.S.B. 28992/65.*
(161/65) Office Equipment. September 7. E.S.B. 29484/65.*
(161/65) Pipe Bending Machine. September 9. E.S.B. 29483/65.*
(161/65) Hydraulic Press. September 8. E.S.B. 29482/65.*
(161/65) S.S. Pipe and Plate. September 1. E.S.B. 29472/65.*
(161/65) Electrical Components. September 6. E.S.B. 29474/65.*
(161/65) Fork Lift Trucks. September 2. E.S.B. 29473/65.*
(161/65) Locomotives. October 4. E.S.B. 29431/65.*
(161/65) Chemical and Technical Service. September 9. E.S.B. 29432/65.*
(161/65) Electrical Equipment. September 9. E.S.B. 29433/65.*
(162/65) Submersible Pump. September 6. E.S.B. 29475/65.*
(162/65) S.S. Round Bars. September 7. E.S.B. 29476/65.*
(162/65) Pipe Fittings and Valves. September 9. E.S.B. 9. E.S.B. 29477/65.*
(162/65) Steel Shot. September 8. E.S.B. 29478/65.*
(162/65) Miners Cap Lamps. September 7. E.S.B. 29479/65.*
(162/65) Paraffin Wax. September 6. E.S.B. 29480/65.*
(161/65) Reheater Tubes. September 10. E.S.B. 29427/65.*
(158/65) Malting Plant and Equipment for Taiwan Malt Industrial Co. Ltd. September 3. E.S.B. 28995/65.

GREECE

Ministry of Trade:
(158/65) Vehicles. September 6. E.S.B. 29102/65.*
(161/65) Lithographic Materials. September 1. E.S.B. 29408/65.*

HONG KONG

Government Stores Department:
(160/65) Paint. September 17. E.S.B. 29419/65.*
(160/65) Welding Electrodes. September 9. E.S.B. 29418/65.*

ICELAND

Innkaupastornun Rikisins:
(160/65) Pipes and Joints. September 15. E.S.B. 29131/65.*
(160/65) Pipeline Construction. October 1. E.S.B. 29130/65.*

INDIA

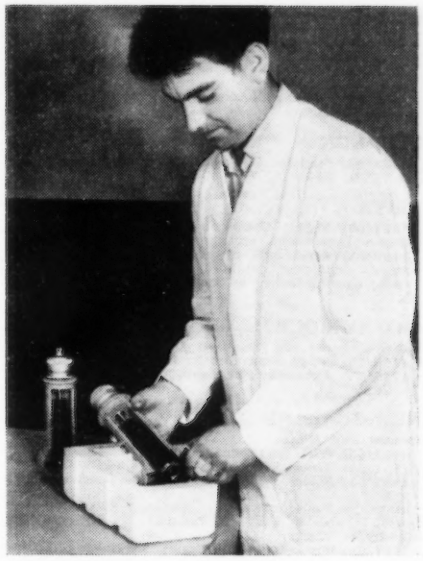
(162/65) Transformers for Andhra Pradesh State Electricity Board. (Further Information.) Closing date postponed to September 9. E.S.B. 22954/65.*
(158/65) Conductance Bridge for Atomic Energy Establishment, Trombay. September 14. E.S.B. 29103/65.
(159/65) Speed Reducers for Beas Purchase Organization. September 27. E.S.B. 29120/65.*
(156/65) Transmission Line for Controller of Stores and Purchasing. (Further Information.) Closing date postponed to September 10. Tender documents now available. E.S.B. 10603/65.*
Director-General of Supplies and Disposals:
(161/65) Spark Erosion Machine. September 23. E.S.B. 29409/65.*
(161/65) Cables. October 8. E.S.B. 29414/65.*
(159/65) Lathe. September 7. E.S.B. 29118/65.*
(159/65) Grinders. September 22. E.S.B. 29119/65.*
(156/65) Grinding Machine. September 17. E.S.B. 28782/65.*
Tata Power Co. Ltd.:
(158/65) Power Line Carrier Equipment. September 23. E.S.B. 28996/65.*
(158/65) Switchgear. September 9. E.S.B. 28997/65.*
(161/65) Filtration Equipment for Government of Utah Pradesh. September 6. E.S.B. 29411/65.
(161/65) Insulators for Rajasthan State Electricity Board. September 2. E.S.B. 29410/65.
(162/65) Pile Driving Hammer for Major Irrigation and General. (Further Information.) Tender documents now available. E.S.B. 27526/65.*

IRAN

(160/65) Construction of Water Purification Plants for Imperial Iranian Air Force. September 6. E.S.B. 29158/65.*
Iranian State Railways:
(158/65) Refrigerator Units. October 12. E.S.B. 28963/65.*
(158/65) Weighbridge. October 21. E.S.B. 28962/65.*
(158/65) Field Telephones. October 18. E.S.B. 28961/65.*
(162/65) Field Telephones. October 18. E.S.B. 29703/65.*
(160/65) Metal for Iran Factories Company, Sugar Division. September 12. E.S.B. 29157/65.*

IRAQ

General Drugs and Chemicals Imports and Distribution Co.:
(159/65) Chemical. September 15. E.S.B. 29149/65.
(159/65) Antibiotics. September 30. E.S.B. 29150/65.
Ministry of Defence:
(160/65) Maintenance Equipment. (Further Information.) Closing date now September 18. E.S.B. 19331/65.*



A micrometer is packed for shipment to America at the factory of Birmingham precision instrument manufacturers, W. Frost Engineers (Coleshill) Ltd. Exporting their precision instruments always used to be a problem owing to the high damage-in-transit rate. The problem has now been solved by the use of a special expanded polystyrene pack, designed and manufactured by Expanded Rubber and Plastics Ltd. Orders for Frost micrometers are arriving from America, Europe, Japan and Australia.

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(160/65) Miscellaneous Materials. (Further Information.) Closing date now September 21. E.S.B. 19333/65.*
(160/65) Welding Plant. September 25. E.S.B. 29135/65.*
(159/65) Vacuum Tubes for Ministry of Finance. (Further Information.) Tender documents now available. E.S.B. 28430/65.*
(159/65) Spun Iron Pipe for Ministry of Municipal and Rural Affairs. September 13. E.S.B. 29148/65.
(159/65) Zinc Plates for Iraqi Ports Administration. September 2. E.S.B. 29147/65.

IVORY COAST

Agricultural Equipment for Ministry of Public Works. November 6. Tender documents (in French) available. E.S.B. 29165/65.*

KENYA

(162/65) Tarpaulins for East African Railways and Harbours. (Further Information.) E.S.B. 26650/65.*

KUWAIT

Central Tenders Committee:
(159/65) Bituminous Compound. September 7. E.S.B. 29125/65.*
(159/65) Stationery. September 28. E.S.B. 29117/65.
(159/65) Soap; Glycerine. September 7. E.S.B. 29123/65.*
(159/65) Cables and Cable Boxes. September 18. E.S.B. 29124/65.*
(159/65) Cables and Accessories. September 18. E.S.B. 29126/65.*

LEBANON

(161/65) Steel for Lebanese State Railways. September 15. E.S.B. 29416/65.*

LIBYA

(161/65) Fishing Equipment for Ministry of Industry, Fisheries Department. September 22. E.S.B. 29181/65.
(160/65) Agricultural Development for National Agricultural Settlement Authority. (Further Information.) Closing date postponed to September 14. E.S.B. 25939/65.

MOZAMBIQUE

Ports, Railways and Transport Department:
(156/65) Nails. September 1. E.S.B. 28929/65.
(156/65) Automotive Equipment. September 9. E.S.B. 28930/65.

NEW ZEALAND

General Post Office:
(161/65) Wire. September 14. E.S.B. 29498/65.*
(161/65) Towers. September 28. E.S.B. 29702/65.*
(161/65) Solder Wire. September 10. E.S.B. 29439/65.*
(160/65) Transformers for Auckland Electric Power Board. October 8. E.S.B. 29156/65.*
Ministry of Works:
(161/65) Intake Gates and Beams. September 6. E.S.B. 29449/65.*
(161/65) Transmission Line. November 16. E.S.B. 29490/65.

PAKISTAN

Directorate of Supply, Dacca:
(160/65) Tractor. September 9. E.S.B. 29169/65.*
(160/65) Lathe. September 16. E.S.B. 29172/65.*
(160/65) Metals. September 8. E.S.B. 29170/65.*
(160/65) Aluminium Circle. September 6. E.S.B. 29171/65.*
(160/65) Water Treatment Plant for East Pakistan Industrial Development Corporation. September 8. E.S.B. 29168/65.*

PORTUGAL

(156/65) Electrical Equipment for Empresa Termoelectrica Portuguesa Sarl. September 27. E.S.B. 28771/65.

RHODESIA

Tender Board:
(162/65) Safes. September 2. E.S.B. 29712/65.*
(162/65) Metal Shearing Guillotine. September 2. E.S.B. 29713/65.*
(162/65) Transformers for City of Bulawayo. September 1. E.S.B. 29714/65.*
(162/65) Bridges (Advance Information) for commissioner of Roads and Road Traffic. Closing date not yet known. E.S.B. 29710/65.

SINGAPORE

Ministry of Health:
(160/65) Medicinal Supplies and Containers. September 3. E.S.B. 29167/65.
(162/65) Medicinal Supplies and Containers. (Further Information.) Tender documents now available. E.S.B. 29167/65.*
Public Utilities Board:
(156/65) Valves. September 14. E.S.B. 28932/65.
(160/65) Valves. (Further Information.) Tender documents now available. E.S.B. 28932/65.*
(161/65) Measuring Metres. September 3. 29166/65.*

SOUTH AFRICA

Cape Provincial Tender Board:
(161/65) Handicraft Materials. September 7. E.S.B. 29439/65.*
(161/65) Laboratory Apparatus. September 10. E.S.B. 29440/65.*
(161/65) Pianos. September 3. E.S.B. 29438/65.*
South African Railways, Johannesburg:
(161/65) Diesel Generating Sets. September 10. E.S.B. 29152/65.*
(161/65) Jig Boring Machine. September 24. E.S.B. 29153/65.*
(161/65) Cable. September 10. E.S.B. 29154/65.*
(161/65) Generators. September 10. E.S.B. 29155/65.*
State Tender Board:
(160/65) Machine Tools. August 30. E.S.B. 29189/65.*
(160/65) Laboratory Equipment. September 7. E.S.B. 29401/65.*
(160/65) Laboratory Equipment. September 7. E.S.B. 29186/65.*
(160/65) Letterpress Machines. September 17. E.S.B. 29188/65.*
(161/65) Microscope. September 13. E.S.B. 29200/65.*
(161/65) Weighing Machines. September 2. E.S.B. 29404/65.*
(161/65) Rubber Stoppers, etc. September 10. E.S.B. 29405/65.*
(161/65) Tools and Equipment. September 2. E.S.B. 29403/65.*
(161/65) Mobile Cooling Plant. September 2. E.S.B. 29190/65.*
(161/65) Laboratory Equipment. September 9. E.S.B. 29191/65.*
(161/65) Microscopes. September 14. E.S.B. 29192/65.*
(161/65) Thermometers. September 8. E.S.B. 29193/65.*
(161/65) Laboratory Equipment. September 10. E.S.B. 29199/65.*
(161/65) Veterinary Instruments. September 8. E.S.B. 29406/65.*
Transvaal Provincial Tender Board:
(158/65) Pumping Units. September 3. E.S.B. 28976/65.*
(158/65) Tractors. September 3. E.S.b. 28975/65.*

SPAIN

(158/65) Railway Locomotives for Departamento de Material y Traccion. September 15. E.S.B. 28973/65.
(161/65) Casing Tubes for Ministerio de Agricultura. September 7, 8 and 15. E.S.B. 29456/65.

SUDAN

Controller of Stores, Sudan Railways:
(159/65) Travelling Crane. (Further Information.) E.S.B. 28967/65.*
(161/65) Wool Waste. September 14. E.S.B. 29458/65.*
(161/65) Crane. September 15. E.S.B. 29457/65.*
Dept. of Stores and Equipment:
(159/65) Stationers Sundries. September 2. E.S.B. 28977/65.*
(159/65) Knives; Stationers Sundries. September 5. E.S.B. 28978/65.*
(158/65) Baling Hoops for Ministry of Agriculture. September 11. E.S.B. 28974/65.*
(161/65) Tyres, Tubes and Batteries for Sudan Gezira Board. September 7. E.S.B. 29462/65.*

SYRIA

(159/65) Water Works for le Secretariat de L' Etablissement de L'Electricite et des Eaux de Lattaquie. September 15. E.S.B. 29142/65.*

THAILAND

(159/65) Clamps for Provincial Electricity Authority. September 3. E.S.B. 29144/65.
(159/65) Cotton Recharge for State Railways. September 15. E.S.B. 29146/65.
Thailand Tobacco Monopoly:
(159/65) Kraft Paper. September 2. E.S.B. 29138/65.
(159/65) Menthol. September 3. E.S.B. 29139/65.
(159/65) Poster Paper. September 7. E.S.B. 29143/65.*

TURKEY

(158/65) Refuse Compost Plants for Izmir Municipality. (Pre-qualification.) September 24. Tender documents (in Turkish) available. E.S.B. 28772/65.*
P.T.T. Administration:
(159/65) Electronic Equipment. September 6. E.S.B. 29140/65*.
(159/65) Tin. September 7. E.S.B. 29137/65.*

URUGUAY

(162/65) Fish Terminus for State Fisheries. December 9. E.S.B. 29727/65.
State Oil Refinery:
(158/65) Motor Pumps. September 8. E.S.B. 28905/65.
(156/65) Chemical Plant. September 9. E.S.B. 28906/65.
Ministerio de Obras Publicas:
(158/65) Tank Trucks. September 10. E.S.B. 28903/65.
(158/65) Drilling Equipment. September 7. E.S.B. 28800/65.
(158/65) Drill Steel and Accessories. September 9. E.S.B. 28902/65.
(158/65) Road Sweepers. September 8. E.S.B. 28901/65.

UNITED STATES OF AMERICA

(161/65) Crane for U.S. Corps. of Engineers. (Advance Information.) September 14. E.S.B. 29437/65.
(160/65) Generators and Accessories for U.S. Corps of Engineers, Portland. September 29. E.S.B. 29145/65.*

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Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The number in brackets indicates the Bulletin in which published.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Afghanistan
(160/65) Inquiry for building equipment; moulding and extension machines. E.S.B. 28579/65.

Algeria
(159/65) Inquiry for leather; shoe supplies. E.S.B. 22211/65.

Australia
(159/65) Inquiry for drain cleaning machines. E.S.B. 28550/65.
(158/65) Manufacture under licence – roll formed products. E.S.B. 28810/65.

Bahamas
(156/65) Agency inquiry for pins; snap fasteners etc. E.S.B. 28555/65.

Belgium
(159/65) Agency inquiry for garden and horticultural tools. E.S.B. 28614/65.

British Guiana
(161/65) Agency inquiry for steel rods and flats; wire netting. E.S.B. 29343/65.
(159/65) Agency inquiry for tinned foods. E.S.B. 28700/65.

Canada
(158/65) Agency inquiry for confectionery. E.S.B. 28582/65.
(156/65) Agency inquiry for small leather goods. E.S.B. 28632/65.
(159/65) Inquiry for plant to manufacture methanol. E.S.B. 27771/65.
(158/65) Inquiry for injection moulding machinery; plastic products. E.S.B. 28693/65.
(160/65) Inquiry for bottle caps. E.S.B. 29041/65.
(158/65) Inquiry for sputum cups; wound dressing protectors. E.S.B. 28601/65.
(160/65) Inquiry for glue. E.S.B. 29007/65.
(162/65) Inquiry for equipment for the shipbuilding industry. E.S.B. 27655/65.
(159/65) Manufacture under licence – paints and coatings. E.S.B. 23479/65.
(160/65) Manufacture under licence - electrical and electronic controls; instrumentation and allied products. E.S.B. 28801/65.

Ceylon
(159/65) Inquiry in respect of harbour construction; fisheries plant. E.S.B. 28347/65.

Cyprus
(161/65) Agency inquiry for metal accessories for footwear. E.S.B. 29270/65.

Czechoslovakia
(160/65) British Building and Construction Week. E.S.B. 28388/65.

Finland
(161/65) Inquiry for rolled steel products. E.S.B. 29046/65.

France
(156/65) Agency inquiry for perserves; tinned soups; toilet soaps. E.S.B. 28554/65.
(159/65) Agency inquiry for hosiery; knitwear. E.S.B. 28607/65.
(161/65) Inquiry for automatic lift equipment. E.S.B. 29009/65.

Germany, Federal Republic of
(158/65) Agency inquiry for agricultural machinery products. E.S.B. 19896/65.

Power control units situated in the tailplane of the VC-10 are subject to close inspection and adjustment after each flight. The Boss Skylift truck made by the Lancer Boss Group of Leighton Buzzard makes this economically feasible, helping to reduce aircraft turn-round times. It is equally adaptable for use in the maintenance hangars, where speed and safety are essential.

(156/65) Inquiry in respect of spot welding techniques. E.S.B. 28309/65.
(158/65) Inquiry for roller bearings. E.S.B. 27620/65.
(158/65) Manufacture under licence in Britain – hair perming system. E.S.B. 22057/65.

Ghana
(162/65) Entry permits. C.R.E. 4496/G.
(159/65) State Trading Corporations. (Revocation). C.R.E. 4496/G and C.R.E. 12504/G.

Greece
(159/65) Agency inquiry for cotton piece-goods; woollens; worsteds. E.S.B. 23415/65.
(159/65) Agency inquiry for lathes. E.S.B. 28846/65.
(159/65) Inquiry for cloth; cosmetics; domestic appliances; gardening supplies; leather; polish; spectacle chains; tyres. E.S.B. 28941/64.
(160/65) Inquiry for pharmaceutical specialities and similar products. E.S.B. 29042/65.

Hong Kong
(158/65) Agency inquiry for biscuits; foodstuffs; confectionery. E.S.B. 28681/65.

India
(160/65) Inquiry for copper wire. E.S.B. 28652/65.
(156/65) Industrial Development. E.S.B. 27966/65.

Iran
(158/65) Agency inquiry for glass crushing plant; hydraulic presses. E.S.B. 27049/65.

Iraq
(159/65) Inquiry for agricultural equipment; textiles. E.S.B. 28548/65.

Israel
(159/65) Agency inquiry for leather. E.S.B. 28879/65.
(158/65) Agency inquiry for tyres. E.S.B. 25678/65.
(159/65) Inquiry for oil burners; ovens. E.S.B. 28890/65.
(159/65) Inquiry for compressors. E.S.B. 6540/65.
(161/65) Inquiry for shoe moulds. E.S.B. 29024/65.
(161/65) Inquiry for equipment for the manufacture of adhesive tape; machinery for filling and sealing plastic cups. E.S.B. 1496/65.
(162/65) Inquiry for sporting goods; toys. E.S.B. 29020/65.
(161/65) Joint venture – respiratory protection equipment. E.S.B. 29327/65.

Italy
(160/65) Agency inquiry for toys; model kits. E.S.B. 29056/65.
(159/65) Agency inquiry for compacts, perfume atomizers and beauty cases; cosmetics and toiletries; hair, wigs and hair accessories; jewellery; leather goods; gift items and art prints; smokers' requisites. E.S.B. 28835/65.
(159/65) Inquiry for powder for testing air filters. E.S.B. 28542/65.
(160/65) Inquiry for foodstuffs. E.S.B. 29261/65.

Jamaica
(158/65) Inquiry for motor car accessories; motor cycle parts; welding rods. E.S.B. 28576/65.
(158/65) Inquiry for acoustical ceilings; builders' hardware; elevators; locks; sanitary fittings. E.S.B. 28650/65.
(160/65) Inquiry for chair legs and bases; chemicals; machinery/accessories for fibre glass; pumps; sanitaryware accessories. E.S.B. 28566/65.
(160/65) Inquiry for equipment for automobile and truck radiators. E.S.B. 29050/65.

Japan
(160/65) Inquiry for antiseptics; chemicals; medical and analyzing instruments. E.S.B. 22078/65.
(159/65) Inquiry for burglar alarms. E.S.B. 28535/65.

Libya
(159/65) Inquiry for generators and batteries. E.S.B. 28240/65.

Morocco/Japan
(162/65) Trade Agreement. C.R.E. 8302/G.

Morocco/Yugoslavia
(162/65) Trade Agreement. C.R.E. 4812/G.

Netherlands
(158/65) Agency inqiry for clothing. E.S.B. 28563/65.

Nicaragua
(159/65) Inquiry for bolts and nuts; fluorescent tubes; steel bands; washers. E.S.B. 20526/65.

New Zealand
(159/65) Agency inquiry for measuring equipment. E.S.B. 28804/65.
(161/65) Inquiry for insulation board cooler. E.S.B. 12803/65.
(161/65) Market report on hand tools. E.S.B. 26112/65.
(161/65) Agricultural Engineering Institute. E.S.B. 29213/65.

Pakistan
(160/65) Inquiry for dry cleaning and laundering plant. E.S.B. 29054/65.
(159/65) Inquiry for starch making plant. E.S.B. 29031/65.
(159/65) Collaboration/Joint venture – expansion programme for the manufacture of insecticides; spraying equipment for pesticides. E.S.B. 28655/65.

Poland/New Zealand
(158/65) Trade Agreement. C.R.E. 8681/G.

Sierra Leone
(156/65) Agency inquiry for confectionery. E.S.B. 28552/65.

South Africa
(160/65) Agency inquiry for automobile air conditioners; crockery; glassware; knitwear; radios; toys; underwear. E.S.B. 29057/65.
(158/65) Agency inquiry for electronic instrumentation. E.S.B. 19149/65.

Spain
(158/65) Calls for tender by official and semi-official organization. C.R.E. 7266/G/3.

Switzerland
(156/65) Agency inquiry for whisky. E.S.B. 28592/65.

Syrian Arab Republic
(161/65) Inquiry for bulbs and lamps; steel tubing. E.S.B. 29225/65.

Tanzania
(161/65) Inquiry for fishnet twines. E.S.B. 29224/65.

Turkey
(162/65) Inquiry for agricultural pest control chemicals. E.S.B. 29301/65.
(158/65) Inquiry for waste disposal factories. E.S.B. 28676/65.

Turkey/Eastern Germany
(160/65) Trade Agreement. C.R.E. 13843/2/G.

Uganda
(158/65) Inquiry for drainage pipes; fittings for steel windows; wheel-barrows. E.S.B. 28545/65.

United Arab Republic (Egypt):
(160/65) Inquiry for machinery and plant for the manufacture of prefabricated housing units. E.S.B. 28900/65.

United States of America:
(161/65) Inquiry for wire. E.S.B. 29201/65.
(160/65) Inquiry for optical supplies. E.S.B. 28803/65.
(158/65) Inquiry for miniature electric motors. E.S.B. 28617/65.
(158/65) Inquiry for steel. E.S.B. 28612/65.
(158/65) Inquiry for wire rods. E.S.B. 28903/65.
(156/65) Inquiry for cranes; conductor cable; galvanized steel wire; trucks. E.S.B. 6418/1/65.
(160/65) Inquiry for conductor cable; cranes; galvanized steel wire; trucks – further information. E.S.B. 6418/1/65.
(162/65) Joint venture – equipment and instruments for the chemical industry. E.S.B. 23897/65.
(159/65) Joint venture – venetian blinds and components. E.S.B. 29003/65.
(156/65) Trade Exhibitions in San Francisco. E.S.B. 28270/65.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

SINGAPORE

Government ordinances

THE BOARD OF TRADE have received Singapore *Government Gazette Ordinance Supplements* Nos. 3, 5, 6 and 7 which publish the following:

Animals and Birds Ordinance 1965
Covering importation, transhipment and exportation of animals and birds; prevention of the spread of disease; prevention of cruelty to animals; control of livestock; search, seizure and arrest and other supplementary information.

Wild Animals and Birds Ordinance 1965
Covering the power to make orders regarding the killing or taking of any wild animal or bird; power to issue licences, penalties and prohibit importation of, etc.

Feeding Stuffs Ordinance 1965
Covering requirements for the issue of a licence to manufacture, prepare, market and import animal feeds.

Slaughter-houses and Meat Processing Factories Ordinance 1965
Covering requirements for the provision of Government or licensed slaughter-houses and special licences to slaughter elsewhere, and for the issue of licences for meat processing factories.

Copies of these Ordinance Supplements can be seen at Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4.

Import quotas

THE BOARD OF TRADE has received a Notice to Singapore Importers No. 241 which states that with effect from August 7, 1965, the importation of:

(a) Undergarments of cotton, not elastic nor rubberized, knitted or crocheted. (Tariff Code No. 841.431.)
(b) Undergarments, not elastic nor rubberized, except of cotton, knitted or crocheted. (Tariff Code No. 841.439.)

from any country (including the Malaysian territories) must be covered by specific import licences approved by the Export and Import Control and Registration Department. However, goods manufactured in Malaysia or of Malaysian origin are not subject to this measure of import control, but the importation of such goods must be supported by documentary evidence showing the country of manufacture or origin of the goods and countersigned by the appropriate Malaysian Customs authority of the exporting State.

A Notification published on August 7, 1965, as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above-mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail, except for consignments manufactured in Malaysia or of Malaysian origin, and will be restricted to import quotas to be issued by this Department.

Quotas will be issued in two parts:
(a) Quotas for domestic consumption.
(b) Quotas for re-export purposes.

Quotas for domestic consumption

Quotas will be restricted to 10 per cent of an applicant's proved imports during 1964, and will be issued at intervals of three months commencing August 7, 1965.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of the relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Quotas for re-export

Quotas for re-export will be based on 100 per cent of an applicant's proved exports during January/June 1965 and will be issued at intervals of three months on the following basis. Re-export quota for the first three-month period commencing August 7, 1965, will be half of an applicant's proved exports during January/June 1965.

Quotas for the subsequent periods will be based on actual export performance during the preceding quota period.

Applications for quotas must be supported by documentary evidence of exports for the period January to June 1965. These documents should be accompanied by a detailed statement relating to such exports. The duplicate (Customs) copy of the relevant outward declarations for January to June 1965 will serve as proof of exports. Proof of export to the States of Malaya will be by way of copies of Malayan Customs Declarations.

Letters of Credit for the said goods must not be established and orders for such goods *must not* be placed with suppliers unless an appropriate Import Licence is first obtained from the Department authorizing the importation of the goods.

Goods already afloat or for which irrevocable Letters of Credit were established before August 7, 1965, will be permitted import but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota the excess quantities will be debited against his quota for the following period or periods.

Existing Import Licences for these goods are hereby revoked unless the licences are covered by irrevocable Letters of Credit established before August 7, 1965.

Importers who have already established before August 7, 1965, irrevocable Letters of Credit for any of the said goods, should have produced to the Department within 14 days of this Notice documentary evidence of the establishment of such Letters of Credit from the relevant banks:

(a) Confirming that the Letters of Credit have or have not yet been utilized; or
(b) If the Letters of Credit have been fully or partially utilized details of:
  (i) Value and quantity of goods already taken up; and
  (ii) the respective dates on which the quantities were imported.

INDIA

Import trade control

IN THE *Board of Trade Journal* of July 6, it was announced that the Government of India had decided to ban the import of certain coal-tar dyes, as well as certain organic pigment colours and solvent dyes used in paint manufacture.

This ban has now been extended to cover 41 other coal-tar dyes. It will take effect from August 9 and covers all categories of importers.

Further inquiries on the items covered by this ban should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757 Ext. 468).

NEW ZEALAND

Tariff and Development Board inquiry

THE NEW ZEALAND Tariff and Development Board has been requested by the Minister of Industries and Commerce to inquire into and report on the question of the desirability of introducing an overlap period of three months in the import licensing year and the various implications of any such action.

The public inquiry will take place in Wellington on Tuesday, September 28, 1965. Typewritten statements of evidence (12 copies) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, September 14, 1965. Each statement will need to be presented under oath at the public inquiry by the person tendering it. Persons or organizations intending to tender evidence are asked to advise the Secretary of the Tariff Board to that effect as early as possible, and, if practicable, by August 23, 1965.

The Tariff and Development Board's terms of reference are:

(a) to examine and report on the desirability of implementing a three-month overlap period for the purposes of import licensing. (This would in effect mean a licensing period extending for 15 months from July 1 each year to September 30 in the following year – plus any further time, with a limit of up to one month, in those cases where ships carrying goods have arrived in New Zealand waters on or before September 30);

(b) in considering this matter, to have regard to the following:
  (1) the likely effect of the change upon the monthly pattern of import arrivals;
  (2) the extent to which any change in import arrivals would:
    (i) assist the shipping companies to achieve a higher rate of export backloading and the extent of any saving in shipping costs which might result from this;
    (ii) affect the costs of harbour boards, stevedores, wharfingers and others employed in handling external trade;
  (3) any advantages or disadvantages to importers which would result from the change;
  (4) the effect of the change upon the operation of import licensing including, particularly:
    (i) the extent to which a spreading of import arrivals would make more difficult the assessment of licence usage at the time of framing the subsequent schedule;
    (ii) the effect of the extension of the licensing period on licence usage and the value of private import payments;
  (5) any other matters which the Board considers to be relevant.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board have announced that the proposed inquiry into the import duties on road graders (see *Board of Trade Journal*, August 6, 1965, page 329), is deferred until September 28, 1965, and evidence should now be submitted not later than September 20, 1965. Firms requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2322), quoting reference CRE 7213/65.

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CANADA

'Made in Canada' rulings

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Of 'a class or kind made in Canada':

Coaters or enrobers, as used in the confectionery and the bakery trades to place coatings, such as chocolate, on confections, cookies and cakes.

Granite surface plates.

Piperazine phosphate.

Tri (alkylated phenyl) phosphite.

(Rulings effective September 13, 1965)

The above information is contained in Canadian Department of National Revenue Memoranda Series D51-6-1, D51-1-1 and D51-33-3, dated August 11, 1965.

Hearing on machinery and equipment for fresh fruit or vegetables — Ref. 137

THE CANADIAN TARIFF BOARD has been directed by the Minister of Finance to make a study and report on tariff item 409e (2) in so far as it relates to machinery and equipment for fresh fruit or fresh vegetables, and on such other items which the Board considers relevant to its inquiry. If the Tariff Board's study should indicate that amendments to the Customs Tariff are desirable they are asked to submit recommendations respecting such amendments.

The public hearing will be held at 219 Argyle Avenue, Ottawa, on Monday, November 15, 1965, at 10.0 a.m.

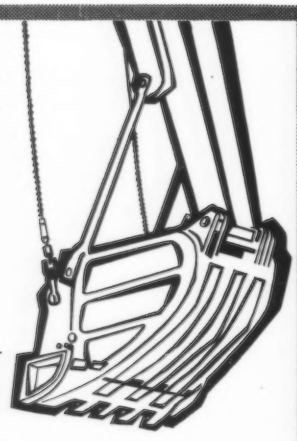
Proposals concerning the tariff provisions covering this equipment and briefs containing relevant facts and argument in support of such proposals should be filed not later than Wednesday, October 6, 1965.

Seventy copies of such submissions should be filed with the Secretary, Tariff Board, Ottawa: these will be distributed to interested parties *on request* to the Tariff Board's Secretary.

Where United Kingdom trade organizations are thought to be interested in this reference they are being informed and it is suggested that any British firm desiring to make representations to the Canadian Tariff Board and belonging to a trade association should get in touch with that body in the first instance. Firms proposing to make independent representations to the Tariff Board and desiring further information should address their inquiries to the Commercial Relations and Export Department (Canada Branch), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel.: Abbey 7877, Ext. 2629), quoting reference CRE 7123/65.

The full text of tariff item 409 e (2) is as follows:

Tariff Item	Description	Import Duties	
		British Preferential	Most-Favoured-Nation
409 e (2)	Combination bagging or boxing and weighing machines, and grading, grating washing and wiping machines for fresh fruit or fresh vegetables; highpilers not including forklift trucks, box dumpers, box or bag fillers, all for use in packing and storing fresh fruit or fresh vegetables; machines for making or lidding boxes for fruit or vegetables; machines for topping vegetables; machines for bunching or tying cut flowers, vegetables or nursery stock; egg-graders and egg-cleaners; silage caps; parts of the foregoing	Free	Free



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ARGENTINA

Prior deposits for imports

ARGENTINE CENTRAL BANK Circular RC No. 239 of July 28 modifies as follows the dispositions in Circular RC No. 223 of April 19 (see the *Board of Trade Journal* of May 7, page 1044):

The Argentine Central Bank has resolved to exempt from the payment of prior deposits imports made by shipbuilders, shipyards and marine workshops by the opening of documentary credits, collection of bank documents and customs clearance of goods not included in the concept of 'capital goods,' when these firms apply for certificates for the freeing of surcharges issued jointly by the Secretariats of State for Marine and for Industry and Mining in accordance with the rulings of Decree No. 13136/59 for the cost and freight value and the quantities therein detailed.

The franchise will apply exclusively on condition that payments abroad are made at not less than 180 days from the date of shipment and that no purchases of future exchange are transacted. It does not apply to operations covered by certificates of exemption of surcharges in which it is established that the goods to be imported shall be incorporated into vessels used for recreation or sports purposes or that do not determine definitely the type of vessel to which said goods are destined.

Banks and Customs which intervene shall expressly record on the original of the respective certificates the details of the operation transacted.

VENEZUELA

Customs tariff changes

HM EMBASSY IN CARACAS report that by Resolution No. 24 published in the Venezuelan *Official Gazette* on and effective from July 27, 1965, the customs tariff on precious stones has been reduced.

Tariff No.	Description	Duty
672-02-00	Precious and semi-precious stones (including synthetic or reconstituted cut)	100·00 + 10% *ad val.*
672-02-01	Suppressed	
672-02-01-1	Suppressed	
672-02-01-2	Suppressed	
672-03-00	Natural pearls (including cultured pearls) not set, whether perforated or not	100·00 + 10% *ad val.*
673-01-01-2	With or without precious or semi-precious stones . .	100·00 + 60% *ad val.*
673-01-02-2	With or without precious or semi-precious stones . .	100·00 + 60% *ad val.*
673-01-03-2	With or without precious or semi-precious stones . .	100·00 + 60% *ad val.*

Note: Suppressed

When jewellery with natural or cultured pearls are imported, the pearls will be separated from their mountings and confiscated, and the mountings will be assessed by the precious metals of which they are made.

Import licensing restrictions on bicycles and bicycle parts

IN THE NOTICE on Venezuelan import licensing restrictions on bicycles and bicycle parts, published in last week's *Board of Trade Journal* on page 390, the item number should read 733-02-00 and not 733-02-06 as printed.

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Import licensing arrangements

THE BOARD OF TRADE have received a copy of a notice which amends the Second Schedule (List of Exceptions) to the St. Christopher, Nevis and Anguilla Open General Licence by the addition of the following new item:

All agricultural machinery and equipment except the following:
Bulldozers and spare parts therefor; tractors and spare parts therefor; agricultural appliances (not driven by mechanical power) and spare parts therefor; and agricultural tools and implements not driven by electricity or mechanical power.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by:

1. (A) the *deletion* from item 51 of sub-item (ii) and the *substitution* therefor of:
51. (Plastics, manufactures of):
(ii) Moulded or laminated products of acrylic plastics including plastic signs, souvenirs, etc., with embedments in plastic forms.

(B) the *addition* of the following new item:
116. Partitions of any material, whether made up or knocked down for assembly, and including ancillary parts therefor.

2. The following list of goods are the items covered by sub-item (xi) recently added to item 37, of the list of exceptions to the Open General Licence (see *Board of Trade Journal* of July 23, 1965, page 210):
37. (Machinery and equipment):
(xi) Sugar machinery – vacuum pans; evaporators; crystallizers (including gears and worms); clarifiers and subsiders; juice heaters; condensers; pressure tanks; sugar mill rollers; roller flanges; brass bearings; bearing housings (plummer block); trash plates; scrapers; headstocks; side-caps and top caps; coupling boxes; air-cooled furnace doors; scroll conveyors; filter presses; copper vessels; fermenting tanks and wash vats; cane carriers; intermediate carriers; furnace grates; mill tail bars; stone hoppers; bagasse carriers; juice screens; bucket elevators; gantry cranes; cane knives; shredders; massecuite reheaters; bagacillo sifters; cyclone separators; gearing beds and mill beds; raw water travelling screens; bulk sugar handling systems; heat exchangers; scale weights; belt conveyors; grass hopper conveyors.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146).

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SWITZERLAND

Special rates of duty on certain commodities

BY AN ORDER of June 15, 1965, the Swiss Department of Finance and Customs has introduced, with effect from July 1, 1965, a special rate of duty for the following commodity when imported for a certain specified purpose:

Tariff No.	Goods	Use	Preferential Rate (SF per 100 kg.)
2710.30	Benzine	Industrial heating	0·30

The *Board of Trade Journal* of May 29, 1964, published a notice setting out special rates of duty for the following commodity:

Tariff No.	Goods	Use	Preferential Rate (SF per 100 kg.)	
			Normal	For EFTA Products
7312.20	Hoop and strip of iron or steel, scoured with acid but without further working of the surface.	Manufacture of containers for transport or packing.	1·00	0·40

By an Order of June 15, 1965, the same preferential rate of duty shall be extended to cover hoops and strips of iron or steel similarly worked, of headings 7312.22 and 7312.24.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 460 and 462).

ITALY

Chemical additives to foodstuffs

THE ITALIAN GOVERNMENT has announced that a period of six months' grace until October 22, is given before imports and domestic manufactures need conform to the new regulations, published on April 22, 1965, concerning food additives. Twelve months is allowed for the liquidation of stocks.

A notice on this subject appeared in the *Board of Trade Journal* of July 30, 1965, page 263.

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1965 was published in the *Board of Trade Journal* of February 26, page 473.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas for the second half of 1965:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
39	Iron and steel containers	Pesetas 9,900,000	September 10
41	Hardware: nails, bolts, nuts, needles, pins, etc., of iron and steel	6,600,000	September 10
42	Stoves, cookers and heating apparatus, non-electric, of iron or steel	4,000,000	September 10

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to disseminate information about European Free Trade Association activities and to deal with general inquiries and advise on sources of more detailed information. Inquirers interested in any aspect of EFTA who do not know where to begin seeking information are invited to contact the EFTA Information Centre, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Global quota for lentils and beans

THE FRENCH *Journal Officiel* of August 8, announced the opening of a quota for the import of lentils (Tariff No. 07-05 BIb) and beans (Tariff No. 07-05 BIIa) from all countries.

Requests for import licences should be made to the *Direction des relations économiques extérieures, service des autorisations commerciales, 8 rue de la Tour-des-Dames, Paris,* (9e), up to September 30, where they will be examined as and when they are received.

Licences will be valid until October 31.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

BELGIUM

Import of meat and meat products

IN THE *Board of Trade Journal* of July 30, 1965, it was announced that new regulations governing the importation of meat and meat products into Belgium were to be introduced on August 25. There will, however, be a longer delay than anticipated before these come into force, and the conditions governing importations will remain unchanged until further notice.

Transmission tax surcharge on imported goods

BELGIAN Royal Decrees dated April 13 and 22, 1965, respectively, which were published in the *Moniteur Belge* contain changes in Transmission tax surcharge payable on certain imported goods. Both decrees were effective from April 26, 1965.

The text of the above-mentioned Decrees (in French) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

No.	Description	Price
19/65	On applying Article 85 (3) of the Treaty to categories of agreements and of concerted practices	9d.
21/65	To amend the system of intra-Community trade in sweetened condensed milk	6d.
23/65	To amend Annex I to Regulation No. 104/64 relating to the coefficients of equivalence applicable to certain types of rice	6d.
25/65	To increase the additional amount of levy on poultry egg yolks, liquid or frozen	3d.
26/65	To fix the amount of the levies on processed cheese imported into Luxembourg	3d.
28/65	To fix the standard amount of levies on certain dairy products for the 1965/66 dairying season	3d.
29/65	To amend the term of validity of Article 2 of Regulation No. 156/64 on procedure for fixing the free-at-frontier price for milk and dairy products in intra-Community trade	3d.
31/65	To fix the amount of the standard temporary allowance referred to in Annex VII, Article 4A. of the Service Regulations of Officials, and the period for which such allowance shall be granted	3d.
32/65	To amend the conditions and procedure for levying the tax for the benefit of the Community in implementation of Article 12, first paragraph, of the Protocols on the privileges and immunities of the European Economic Community and of the European Atomic Energy Community	3d.
33/65	To amend the percentage factors to be applied in adjustment of Officials' remuneration and pensions	6d.
34/65	To amend the percentage factors to be applied in adjustment of Officials' remuneration and pensions in the Federal Republic of Germany	3d.
36/65	To extend for the second time the validity of Regulation No. 85/63 on determining sluice-gate prices and supplementary amounts of levies and laying down transitional provisions for cuts, preparations and preserves of pigmeat	3d.
39/65	To amend Article 5 of Regulation No. 150/64 concerning the system of refunds on exports to third countries in the beef and veal sector	3d.
40/65	Concerning import and export certificates, and the advance fixing of the levy and the refund, for certain kinds of compound feeding stuffs	6d.
45/65	To amend the date of the commencement of the 1965/1966 milk season	3d.

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AUSTRIA

Global quotas

THE BOARD OF TRADE have received a copy of the revised Austrian Quota List (published below) which will replace the list previously published in the *Board of Trade Journal* of August 21, 1964. The quotas contained in this list will operate during the period July 1 to December 31, 1965.

Inquiries about this Notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458, 459 or 461).

Customs Tariff No.	Description of Commodity	Million Austrian Schillings
Chapter 27 ex 27.02 A	Lignite, except pitch coal	—
Chapter 28 28.17 A 1	Sodium hydroxide (caustic soda), solid	2,900
Chapter 29 29.44 A	Penicillin, tyrothricin	72,000 mega units
Chapter 30 30.03 A	Penicillin	4,340
ex 30.03 B	Antibiotics, pharmaceutical products containing antibiotics	38,500
Chapter 36 36.06	Matches	10,100,000 normal boxes
Chapter 37 37.06	Cinematograph film, exposed and developed, consisting only of sound track, negative or positive	regulated under special film agreement
ex 37.07	Other cinematograph film, exposed and developed, whether or not incorporating sound track, negative or positive, except for children's cinematograph	
Chapter 57 57.06	Yarn of jute	420 t
57.10	Woven fabrics of jute	240 t
Chapter 58 ex 58.02 B	Other carpets, etc., *thereof* for carpets of sheep's or lambs' wool or fine animal hair	38,400 thereof for carpets 28,800
Chapter 62 62.01 A	Travelling rugs and blankets, of wool or of fine animal hair	1,950
ex 62.03	Sacks and bags of jute of a kind, used for the packing of goods	0,770
Chapter 68 ex 68.02	Worked monumental or building stone, etc., except ornamental and luxury goods not weighing more than 5 kg. each; mosaic cubes	6,000
Chapter 70 ex 70.09 B	Mirrors of plate-glass, unframed, framed and backed	1,100
Chapter 85 ex 85.04 A 85.04 B 1	Accumulators other than liberalized Separator plates for electric accumulators	10,300
Chapter 94 ex 94.01	Chairs and other seats, etc., other than liberalized	40,000
ex 94.03	Other furniture and parts thereof other than liberalized	76,000
Chapter 96 ex 96.02 A 2	Other brooms and brushes *thereof* for toothbrushes	6,625 thereof toothbrushes 0,870

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FINLAND

Liberalization

THE FOLLOWING LIST comprises the commodities which have been liberalized from Finnish quantitative import restrictions as from August 1, 1965.

Brussels Nomenclature No.	Quota No.	Commodity
08.03.002	7*	Figs, fresh.
08.03.007/008	10	Figs, dried.
15.08.210	13	Boiled linseed oil.
15.10/11		Fatty acids and glycerol.
15.17		Residues resulting from the treatment of fatty substances or animal or vegetable waxes.
20.02.191	7*	Olives in hermetically sealed containers.
20.02.291		Olives in other packings.
20.06.901	21	Roasted groundnuts.
28.19.100		Zinc oxide.
28.54		Hydrogen peroxide.
42.02.300 810/990	30	Travel goods, bags, etc., of materials other than leather or plastics.
42.03.100/201		Working gloves and sports gloves.
42.03.901		Belts of leather or of composition leather.
42.05.909		Other articles of leather or of composition leather.
53.12	31	Woven fabrics of coarse animal hair other than horsehair.
58.01	33	Carpets, knotted.
58.10	31	Embroidery, in the piece, in strips or in motifs.
61.07/08	38	Ties and collars, etc.
61.10		Gloves of fabric and stockings.
62.03/05		Sacks and bags, tarpaulins, sails, camping equipment, cleaning rags, patterns, etc.
69.12	43	Tableware, domestic and toilet articles, of pottery other than porcelain.
71.05.200	44	Silver foil.
71.07.200		Gold foil.
73.32	48	Bolts and nuts, screws, etc.
73.35.210/900		Springs, etc.
73.38.510/990	42	Sanitary ware, iron or steel.
83.01/02	48	Locks and fittings, etc.
84.07.900	66*	Parts of hydraulic engines.
84.10.900		Parts of pumps for liquids.
84.11.950		Parts of fans and blowers.
85.01.110	60	Gear and worm screw motors.
85.01.200		Generator sets.
85.01.301/309		Rotary converters.
85.01.410/430		Transformers.
85.01.510/590		Static converters and rectifiers.
85.01.610/690		Induction coils.
85.01.910/990	66*	Parts of generators, etc.
85.03.200/800	53	Primary batteries.
85.23	58	Electric wire and cables.

*Quota No. 66 covers parts for items listed under Quota No. 60.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2305).

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel. City 5757, Ext. 245. (Telex 25977), or from any Board of Trade Regional Office.

JORDAN

Health certificates

THE issues of the *Board of Trade Journal* dated April 30, 1965 and July 16, 1965 contained notices about health certificates for consignments of essential oils and food colouring materials exported to Jordan.

The notice of April 30 stated that these certificates had to be certified by the Ministry of Agriculture, Fisheries and Food, Great Westminster House, Horseferry Road, London, S.W.1, and legalized by the Jordanian Embassy. It has subsequently been confirmed that these certificates are provided in the first instance by the local Medical Officer of Health and should then be countersigned by the Ministry of Heath, I.F.B., Room A703, 14 Russell Square, W.C.1, prior to legalization by the Jordanian Embassy.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221).

DUBAI

Chamber of Commerce

THE RULER of Dubai, Shaikh Rashid bin Sa'id Al Maktum has recently passed an ordinance establishing a Chamber of Commerce in Dubai.

ALGERIA

Global import quota for carpets

THE BRITISH EMBASSY in Algiers has reported that a global import quota for the second half of 1965 for the following item has been opened.

Tariff No.	Description
58-01	Carpets, carpeting and rugs, knotted (whether or not made up).

No value has been given and applications for import licences must be made before August 31.

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Import control regulations

THE *Board of Trade Journal* of June 28, 1963 (page 1476) published a notice about goods subject to licence and quota restrictions when imported into Algeria from countries outside the franc zone.

The Algerian *Journal Officiel* of July 27 announced that the following were to be added to the list of restricted goods:

Tariff No.	Description
01-05 A	Day-old chicks.
02-02	Dead poultry and edible offals thereof (except liver), fresh, chilled or frozen.

The same edition of the *Journal Officiel* announced the following modification to goods already on the list of restricted goods:

Tariff No.	Description
60.04 B III	Under garments, knitted or crocheted, not elastic nor rubberized, of flax, ramie, cotton, hemp or broom, except sports garments of colours other than plain white.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of July 28 published details of further modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates, which came into effect as from August 2, are as follows:

Tariff No.	Description	Tariff	
		General	Working
56-05	Yarn of man-made fibres (discontinuous or waste), not put up for retail sale:		
	(A) Of synthetic textile fibres:		
	1. Unbleached, scoured or bleached . .	40	17·5
	2. Other	40	22·5
	(B) (No change)		
84-06	(E) 2. Pistons:		
	(d) Of aluminium or light alloys . .	60	40
	(e) Other	30	15

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

NIGERIA

Customs tariff changes

WITH EFFECT from August 16 Nigeria is to adopt the Brussels Nomenclature system of customs tariff classification. The new schedules of import duties will be published in the *Board of Trade Journal* as and when they become available. In the meantime all inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on knitted piece-goods as follows:

Tariff Item	Item	Rates of Duty			
		Column A	Column B	Column C	Column D
		Present			
76 (a)	Knitted piece-goods				
	ad val.	40%	20%	20%	5%
ex 76 (c) (i)	*ad val.*	40%	20%	20%	7½%
ex 76 (c) (ii)	*ad val.*	40%	20%	20%	5%
ex 76 (f)	*ad val.*	40%	20%	20%	5%
		Requested			
76 (a)	*ad val.*	55%	35%	35%	20%
	or per lb.	2s. 6d.	2s. 6d.	2s. 6d.	2s. 6d.
	less *ad val.*	—	—	—	15%
		whichever duty shall be the greater			
ex 76 (c) (i)	*ad val.*	55%	35%	35%	22½%
	or per lb.	3s.	3s.	3s.	3s.
	less *ad val.*	—	—	—	12½%
		whichever duty shall be the greater			
ex 76 (c) (ii)	*ad val.*	55%	35%	35%	20%
	or per lb.	2s. 6d.	2s. 6d.	2s. 6d.	2s. 6d.
	less *ad val.*	—	—	—	15%
		whichever duty shall be the greater			
ex 76 (f)	*ad val.*	55%	35%	35%	20%
	or per lb.	3s.	3s.	3s.	3s.
	less *ad val.*	—	—	—	15%
		whichever duty shall be the greater			

(Britain pays the Column D rate of duty)

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambia authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 7371/65. The closing date for the receipt of representations by the Ministry of Commerce and Industry is September 17.

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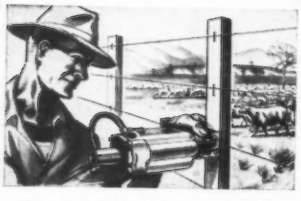

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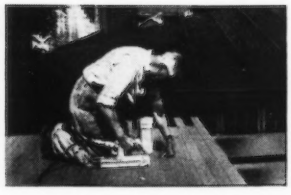

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Import control

THE ZAMBIAN Control of Goods (Import and Export) (Commerce) (Amendment) (No. 9) Order 1965, amends the Control of Goods (Import and Export) (Commerce) Order, 1964, with effect from July 27 by the addition of the following item to the list of goods subject to import control from all sources:

Knitted piece-goods ex Tariff Item 76.

THE GAMBIA

Customs tariff and purchase tax changes

AS FROM July 1, The Gambia has adopted the Brussels Nomenclature system for customs tariff classification. It has also taken the opportunity to add purchase tax to the customs import duties, whereas previously purchase tax was separately levied on the landed cost. As a result, there are changes in the rates of duty on individual items, amounting, broadly speaking, to an increase of 5 per cent in most cases in both the preferential and general rates. Precise details of these increases and a complete copy of the new tariff, are available for inspection at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICES R.1096, 1097, 1098 and 1099, published in the Republic of South Africa *Government Gazette* of July 30, set out the following amendments to the Republic's customs tariff:

Tariff Heading	Statistical Unit	Rate of Duty: General	MFN	Preferential
R.1096				
08.04 By the substitution for sub-heading No. 08.04.20 of the following:				
08.04.20 Dried:				
.10 Currants	lb.	Free		
.90 Other	lb.	250c. per 100 lb.		
08.12 By the substitution for the heading of the following:				
08.12 Fruit, dried (excluding that falling within heading No. 08.01, 08.02, 08.03, 08.04 or 08.05):				
08.12.10 Prunes	lb.	Free		
08.12.90 Other	lb.	250c. per 100 lb.		
13.03 By the insertion after sub-heading No. 13.03.20 of the following:				
13.03.30 Extract of hops	lb.	Free		
59.17 By the substitution for sub-headings Nos. 59.17.10, 59.17.30 and 59.17.40 of the following:				
59.17.10 Textile fabrics, felt and felt-lined woven fabrics, coated, covered or laminated with rubber, leather or other material, of a kind commonly used for card clothing, and similar fabrics of a kind commonly used in machinery or plant	lb.	Free		
59.17.30 Woven textile fabrics (tubular or endless) of a kind commonly used in paper-making or other machinery	lb.	Free		
59.17.40 Textile fabrics reinforced with metal or of metallized yarn, of a kind commonly used in machinery or plant	lb.	Free		
73.05 By the substitution for sub-heading 73.05.10 of the following:				
73.05.10 Iron or steel powders	lb.	Free		
95.08 By the insertion after sub-heading No. 95.08.20 of the following:				
95.08.30 Gelatine capsules	lb.	10%		
R.1097				
98.02 By the insertion after sub-heading No. 98.02.10 of the following:				
98.02.15 Scoops for slide fasteners, consisting of a textile core covered with spiral of plastic monofil material, not mounted on tape		15%		
R.1098				
85.01 By the substitution for sub-heading No. 85.01.20 of the following:				
85.01.15 Electric motors, three-phase, namely, motors marked or identifiable as flame proof or explosion proof, submersible motors, a.c. commutator motors and synchronous motors	No.	5%		Free (UK)
85.01.20 Electric motors, three-phase (excluding motors marked or identifiable as flame proof or explosion proof, submersible motors, a.c. commutator motors and synchronous motors):				
.10 Fractional horse power motors	No.	5%		Free (UK)
.20 From 1 hp to 75 hp	No.	30%		25% (UK)
.30 Exceeding 75 hp to 350 hp	No.	20%		15% (UK)
.90 Exceeding 350 hp	No.	5%		Free (UK)
R.1099				
85.08 By the substitution for sub-heading No. 85.08.20 of the following:				
85.08.20 Parts of sparking plugs:				
.10 Ceramic bodies	No.	36c. per doz. less 20% of the f.o.b. price		
.90 Other	No.	20%		
85.26 By the substitution for sub-heading No. 85.26.10 of the following:				
85.26.10 Ceramic sparking plug bodies without electrodes	lb.	36c. per doz. less 20% of the f.o.b. price		

Dumping duty

GOVERNMENT NOTICE R.1101, published in the Republic of South Africa *Government Gazette* of July 30, amends Schedule No. 2 (Dumping Duty) to the Customs and Excise Act, 1964, as follows:

Item	Tariff Heading and Description	Rebate Items	Territories
216.02	By the substitution for paragraph (1) of tariff heading No. 85.01 of the following: (1) Motors, three-phase, 1 hp or more (excluding motors marked or identifiable as flame proof or explosion proof, and submersible motors)		Austria, Belgium, Sweden UK and W. Germany.

Note: The effect of this notice is to exclude electric motors marked or identifiable as flame proof or explosion proof, and submersible motors, from the liability to dumping duty when imported from the territories named.

Customs tariff change

TELEGRAPHIC ADVICE has been received from Pretoria of an increase in the customs duty on artificial plastics laminates under tariff item 39.01, 80.40 from free to 7 cents per lb.

Import control

SOUTH AFRICAN import controls were tightened on August 16. The new restrictions appear mainly to affect firms' holdings of stocks of raw materials and capital plant and equipment but full details will be published in next week's *Board of Trade Journal*.

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Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	11 June 1965
– final (Q)	9 July 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	30 July 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	23 July 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	25 June 1965
Production, exports and orders (M)	30 July 1965
Film industry:	
British film fund agency returns (M)	30 July 1965
Cinema admissions and takings (M)	30 July 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	This week
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	This week
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	4 June 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	6 Aug. 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	13 Aug. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	This week
Business (M)	13 Aug. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	30 July 1965
N. Ireland index (M)	30 July 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	9 July 1965
Investments and earnings overseas (6-M)	2 April 1965
Machine tools deliveries and orders (M)	This week
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	9 July 1965
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	13 Aug. 1965
N. Ireland index (M)	30 July 1965
Shipping movement at UK ports (M)	13 Aug. 1965
Stocks:	
Manufacturers and distributors (Q)	9 July 1965
Retail (M)	13 Aug. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Man-made fibres production (M)	6 Aug. 1965
Wholesale houses sales (M)	This week
Wool and cotton output (M)	This week
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	30 July 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	13 Aug. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	30 July 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	21 May 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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